For over 30 years, Applied Computer Technologies has offered professional, managed and maintenance services as well as product fulfillment. We believe in building strong relationships with our clients and suppliers to take advantage of and strategically use today's and tomorrow's technologies.

Account Manager

Applied Computer Technologies is seeking an experienced Account Manager to develop new business and work with top strategic clients. The ideal candidate must have an extended history within Account Management and IT related sales, with an excellent track record of achieving objectives and meeting or exceeding sales targets. Candidates will have no less than five years' experience in the IT industry with a good technical bias towards corporate IT infrastructure. At a minimum, specific knowledge and experience selling HP, Cisco, Microsoft, VMware as well as professional consulting services.

The successful candidate will be accountable for:
* Consistently achieving sales and revenue targets
* Establishing and continuing to build strategic relationships with clients
* Increasing sales opportunities within established accounts and target accounts
* Liaising with the customer service, technical & delivery teams to ensure that clients are satisfied with service levels
* Developing professional quotations and proposals
* Providing weekly forecasts and detailed account plans to management
* Being responsible for call planning, recording daily activity and maintaining a client database
* Working directly with industry manufacturers
* Demonstrating motivation with a strong desire to exceed goals and objectives
* Excellent written and verbal communication skills

Senior Systems Engineer

Applied Computer Technologies is currently seeking a highly qualified and experienced professional capable of identifying and delivering various technology solutions that meet the strategic business needs of our clients.

The successful candidate will be involved in all aspects of projects, including pre-sales needs analysis, systems design, proposal preparation and presentation, project scheduling, and systems implementation with a focus on VMware, Microsoft and Citrix technologies.

Minimum Requirements:
* Minimum of 8 year's experience in a 'hands-on', senior consulting position, with significant experience in the full array of VMware technologies
* Proven extensive experience in the architectural design and implementation of VMware solutions for large enterprise clients.
* Advanced knowledge, certification and experience in VMware technologies including VMware View and VMware Site Recovery Manager.
* In-depth architectural knowledge of Active Directory design principles.
* Considerable experience in a variety of storage technologies including HP 3Par, EVAs, P4000s, NetApp and Nimble devices.
* Proven ability to design and implement complex, enterprise-class IT solutions.
* Demonstrable consulting experience with the ability to effectively communicate technical concepts to non-technical individuals at the C-level.
* Exceptional customer service, relationship building and presentation skills.
* Excellent written and verbal communication skills, to effectively communicate with clients and team members as well as produce required reports and documentation.
* VMware Certified Professional (VCP), and Microsoft Certified Professional (MCP) / Microsoft Certified Systems Engineer (MCSE) qualifications.

Interested candidates should forward a resume, no later than **June 25, 2015**, to:

Human Resources
Applied Computer Technologies Ltd.
P.O. Box HM 2091, Hamilton HM HX

or by email to: careers@act.bm

ACT is an Equal Opportunity Employer

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Applied Computer Technologies

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