

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.

# Senior Account Manager

Applied Computer Technologies is seeking an experienced Senior Account Manager to work with our most strategic clients. The ideal candidate will have an extended Account Management history dealing with technology solutions and C-Level customer executives.

Candidates must have no less than ten years' experience in the IT sales industry with a good technical bias towards corporate network infrastructures. The Senior Account Manager maintains and grows relationships with large strategic customers, while achieving an assigned sales and profitability objective. Reporting to the VP Sales, the Senior Account Manager is expected to retain existing business, while pursuing profitable growth opportunities in assigned customer accounts. The Senior Account Manager is responsible for selling and supporting ACT's complete product and service offerings to an assigned set of named accounts. Focusing on customers with high-value, strategic growth opportunity, the Senior Account Manager's most important customer interactions are face-to-face meetings.

## Key Responsibilities:

### Technical Account Management

- Retain and effectively grows sales and new business opportunities in identified accounts
- Penetrates assigned accounts by:
  - o Selling new or additional products or services to current contacts
  - o Exploring new business opportunities within existing accounts and customer locations
  - o Delivering value to new lines of business within existing accounts
- Selling ACT's complete offering of products and services
- Lead all aspects of the sales process, calling upon others to assist in solution development and proposal delivery, as needed, or as directed by management
- Develops customer account plans for all assigned customers by leading a joint company/customer planning process that identifies relevant customer needs, prioritizes initiatives and company investments, and establishes a clear action plan for success
- Proactively manages customers' satisfaction and service delivery by anticipating events and monitoring satisfaction.
- Provide weekly forecasts and detailed account plans to management
- Develop professional quotations and proposals
- Build strong relationships with IT Services team members
- Identify and prepare any training / knowledge for clients and colleagues

### Qualifications

- University or post-secondary degree from accredited institution
- Minimum ten years sales and relationship management experience in the IT Industry with proven track record of selling to C-level executives
- Specific knowledge and experience selling HP, IBM, Cisco, Microsoft, VMware and other associated Professional Services
- Experience using MS Great Plains ERP

Interested candidates should forward a resume, no later than July 7, 2015 to:

### Human Resources

Applied Computer Technologies Ltd.

P.O. Box HM 2091, Hamilton HM HX

or by email to: [careers@act.bm](mailto:careers@act.bm)

**ACT is an Equal Opportunity Employer**

it starts with >>

**Applied Computer Technologies**



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[www.act.bm](http://www.act.bm)