



## Business Development Manager

Bermuda CableVision is seeking applicants with high commitment to customer satisfaction, exceptional communication and sales skills, and a proven team-member for the position of Business Development Manager (Sales).

### Summary of Responsibility:

Reporting to the Vice President Group Business Development, the Business Development Manager ("BDM") is responsible for achieving assigned revenue targets and increase market share in the following business segments: MPLS, Dedicated Internet, Long Distance and Network Services. The BDM is also responsible for designing technical solutions based on their customer's needs, this will require a vast amount of experience and knowledge of current vendor's products and services and applying them to a customer solution.

### Key Responsibilities:

- Gain an understanding of the customer's strategic business objectives and the technology required to assist them with achieving the objectives. Build relationships with decision makers in each account and respond to customer requests within a reasonable time frame. Manage their assigned accounts; ensure regular communications and visits to the customer.
- Manage internal and external resources, coordinate with the NOC when designing a solution and liaise with the customer's technical group to ensure the design can meet their current and future needs. Act as the point of contact for the customer for first line technical trouble shooting.
- Prepare RFP responses and other proposals surrounding Logic Services and Products as they pertain to customers' needs. Design the solutions from the ground up by working with vendors and the customer's technical staff. Present these proposals to customers.
- Prospect for new opportunities outside of their assigned account base to ensure they meet revenue targets across all product lines.
- Update and keep Logic's customer relationship management database current for all their assigned accounts.
- Provide accurate monthly forecasts regarding existing opportunities across all lines of business.

### The Successful candidate must possess the following criteria:

- Preferable a Bachelor's degree in business administration, marketing or a related field with a minimum five (5) years technical sales experience in the Data Telecommunications industry.
- Completion of any of the following sales certifications would be an asset: Cisco Sales Expert Program, CCT Technical deployment, CCDA for Network design.
- Proven background in architecting data solutions including but not limited to MPLS enterprise networks, dedicated Internet and other IP based solutions.

*Bermuda Cablevision is an Equal Opportunity Employer*

*All interested persons should apply with a cover letter and detailed resume via [www.logic.bm/about/careers/](http://www.logic.bm/about/careers/).*

*Closing Date: Tuesday, November 3rd, 2015*

*The KeyTech Group is committed to maintaining a substance free workplace. Applicants will be subject to pre-employment substance screening prior to receiving an offer of employment.*