BE EXTRAORDINARY!

A Digicel employee is responsive, agile and caring. We push boundaries and are uncomfortable being comfortable. We question norms and we put our ideas into action. We care about our customers and we show it. That's why 11 million customers worldwide including Bermuda choose and trust Digicel!

PRE-SALES MANAGER

Digicel Business is seeking a Pre-Sales Manager. This position has primary responsibility for supporting the Digicel Sales team by providing pre-sales support for networking products & services, on premise solutions and cloud & managed services to new and existing customers. In addition, this position is responsible for proposing and developing a wide range of technology solutions for Digicels' customers. This position is integral in ensuring the success of Digicel Business and the success of our valued customers.

Primary responsibilities will include (but not limited to):

- Provide the Sales Team with pre-sales activities in educating clients on Digicel products
- Prepare and deliver client presentations
- Provide product demonstration to include implementation/migration planning
- Develop product Bill of Materials (BoM) based on client requirements
- Responsible for developing professional services estimates in support of client projects
- Enterprise Briefing Center (EBC) demonstration/briefings
- Develop solutions based on analysis of business and technical requirements
- Review/Audit of client hardware and Software to ensure client meets necessary requirements for product upgrades
- Develop architecture and design of projects
- Perform account management duties to include research, problem solving, technical support, and general maintenance of client relationship
- Develop project scope to include work services estimate, services, resource assignments and allocations, and statements of work for assigned projects
- Prepare sales quotations and technical responses to Request of Quotation (RFQs) & Request for Information (RFIs) and Request for Proposals (RFPs)

The successful candidate will possess the following qualifications, skills and experience:

- Bachelor's degree in Telecommunications, Engineering, Computer Science, or Management Information Systems
- At least three (3) years of engineering experience with Cisco Networking Solutions Suite
- Ability to perform technical skills/knowledge transfer to client
- Demonstrated communication and presentation skills
- Ability to multitask and work under minimal supervision, independently, and/or as a member of a project team

Interested persons should apply with a cover letter and detailed resume to: hr.bermuda@digicelgroup.com.

Closing date: April 15th, 2016

Digicel Bermuda Limited | Washington Mall, Phase III, 5th Floor,
16 Church Street, Hamilton, Bermuda, HM 11
Telephone: 441-500-5000 | Website: www.digicelbermuda.com
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