

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 executives to close business.

Candidates must have no less than eight years' experience in a technology sales role with strong technical acumen and the ability to sell complex solutions. Specific knowledge and experience selling Enterprise Infrastructure, Managed Cloud Solutions and Professional Services is required. Additionally, experience or certifications selling HP, EMC, Microsoft, VMware, Cisco and/or Mitel is preferred.

Key responsibilities of the Senior Account Manager candidate will include:

- Retain and effectively grow sales and new business opportunities in identified accounts
- Manage assigned accounts by:
 - Selling new or additional products or services to current contacts
 - Exploring new business opportunities within existing accounts and customer locations
 - Delivering value to new lines of business within existing accounts
- Selling ACT's complete offering of products and services to customer executives
- 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 a clear action plan for success
- Provide weekly forecasts and detailed account plans to management
- Develop professional quotations and proposals
- Build strong relationships with IT Services team members
- Maintain certification path with key partners such as Cisco, EMC, VMware and HP.

Applicants for this position must have the proven ability to maintain and develop successful business relationships within large strategic accounts. All candidates must also have excellent written and verbal communication skills, as well as solid presentation skills, and a demonstrable track record of meeting revenue targets within the IT sales industry.

Systems Engineer

Applied Computer Technologies is seeking a qualified Systems Engineer. As a member of our IT services team, you will be involved in a variety of support plan and project based activities for our diverse client base.

To be considered for this position you should have solid, recent experience and qualifications in the following areas:

- Minimum of three years hands-on technical experience in a consultant role or customer facing role
- Proven understanding and experience in the support and troubleshooting of Microsoft products, specifically Microsoft Exchange and Active Directory
- MCSE, MCP, or MCSA certification
- Experience in the support of backup products including Symantec Backup Exec
- Proven experience with Citrix administration
- Experience with the management and maintenance of VMware
- Ability to effectively troubleshoot end-user issues
- Excellent verbal and written communication skills
- Exceptional consulting, customer service and relationship building skills, with the ability to successfully interact with a wide range of people
- Demonstrable ability to work in teams as well as independently

Interested candidates should apply in writing, with a resume, no later than July 18, 2016 to:

Human Resources
Applied Computer Technologies Ltd.
P.O. Box HM 2091, Hamilton HM HX
or by email to: careers@act.bm

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it starts with >>

Applied Computer Technologies

Powerhouse, 7 Par-la-ville Road, Hamilton, HM11



www.act.bm