

For over 30 years, Applied Computer Technologies has been a leader in the Bermuda Marketplace offering a large portfolio of technology products and services to fit the evolving needs of our customers. We believe in building strong relationships with our clients and partners, leveraging market leading technologies and services to achieve success.

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 track record dealing with technology solutions and C-Level customer executives.

Candidates must have no less than eight years' experience in the IT industry with a good technical understanding of corporate technology solutions. Specific knowledge and experience selling enterprise products, professional & cloud hosted services is required. Track record and experience selling solutions with our partners HPE, IBM, Zerto, Cisco & VMware is preferred.

Key responsibilities of the Senior Account Manager candidate will include:

- Retain and effectively grow sales and new business opportunities in identified accounts
- Provide Team Leadership responsibilities to members of the Sales Team
- Manage assigned accounts by:
 - o Selling new or additional products or services to current customers
 - 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 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

Account Manager

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 two years' experience in the IT industry with a good technical bias towards corporate IT infrastructure. At a minimum, specific knowledge and experience selling HPE, Cisco, Microsoft, VMware as well as professional consulting services is preferred.

The successful candidate will be accountable for:

- Consistently achieving sales and revenue targets
- Developing new opportunities for ACT OneCloud services
- 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

Applicants for these positions must have a proven track record of developing 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 record of meeting revenue targets within the IT sales industry.

Interested candidates should apply in writing, together with resume, no later than May 19, 2017 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.

it starts with >>

Applied Computer Technologies

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



www.act.bm