

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.

Applied Computer Technologies is currently seeking highly qualified and experienced professionals capable of identifying and delivering various technology solutions that meet the strategic business needs of our clients.

Director of Sales Operations will be responsible for the daily operational management of the ACT Sales Organization. The candidate will leverage their strong organizational skills having regular cadence with members of the sales team, ensuring targets are being achieved and opportunities are being properly managed. The candidate will act as a liaison between the Sales and Services divisions organizing and managing project tasks and responsibilities.

Key Roles & Responsibilities

- Manage vendor relationships ensuring they are properly represented in ACT's markets
- Develop strategic account plans for sales team members that will be presented on a regular basis to the VP Sales
- Oversee the activities and performance of the sales team through regular one-on-one pipeline review
- Serve as leadership sponsor to large accounts and help drive key executive relationships
- Develop sales presentations and proposals and assist in writing Statements of Work
- Develop and implement best practices to maximize pipeline creation, customer conversion rates, forecasting accuracy, and cross-functional collaboration
- Initiate, develop and maintain executive level relationships and drive sales activities with key customers
- Co-ordinate sales team training for certification requirements
- Negotiate client contract terms with key accounts
- Develop marketing strategy that is in line solution offerings
- Strong customer relationships, having ownership and sales targets in a defined set of key customer accounts

Qualifications:

- Bachelor's or post-secondary education from an accredited institution
- 8 years of sales experience, with 5+ years of sales management experience, with a history of overachieving targets in a market leading technology organization
- Experience selling infrastructure and professional services, including cloud hosted solutions
- Successful track record of working with distribution partners / channel to build pipeline'
- Experience and positive track record in selling IBM, VMware, HPE & Cisco
- Demonstrated ability to continuously increase effectiveness of team, recognizing opportunities for creating new systems, structures, and processes
- Strong knowledge of Salesforce reporting and dashboards, and highly focused on numbers and process
- Demonstrated experience building a collaborative environment between sales & services
- Effectively delivering on projects from initial discovery to post implementation support

Manager Technology Solutions is responsible for leveraging the candidate's technical and solution architecture skills to drive revenue for the business. This role will require a track record of solution selling, and aligning technologies with business problems bringing value to ACT's customers.

Key Roles & Responsibilities

- Responsible for all Data Center related proposal content and technical documentation to support the solution design
- Communicate confidently with customers regarding how these technologies align with their business requirements
- Ability to fully understand the technical capabilities of the Data Center offerings in ACT's portfolio
- Take full responsibility for all aspects of the sales cycle including general teaching, introductory meetings, supporting bid responses, product and solution briefings, proof-of-concept preparation and the coordination of additional supporting technical resources
- Identify and qualify Data Center opportunities through a formal sales process
- Experience and knowledge of the following technologies;
 - Business Vertical Applications
 - Security Solutions
 - Virtual Machines
 - High Performance Computing
 - Development and Test
 - Storage, Backup, and Recovery
 - Network Infrastructure
 - WAN optimization
 - Remote Access or VDI Solutions

QUALIFICATIONS:

- Successful candidates will have a Post-Secondary degree and 4+ years of enterprise level solution sales experience
- Successful track record of technical sales, negotiation, communication and problem solving skills
- Experience successfully introducing a disruptive technology to the marketplace and replacing incumbent competitors
- Strong work ethic, quick study, creative problem-solver and a high-energy assertive self-starter
- Proven ability to create and articulate compelling value propositions that solve business and technology problems
- Proficiency in account planning, deal strategy, relationship management, negotiation and personal time management
- Competitive attitude and proven ability to succeed in high-pressure situations
- Self-motivated team-player who thrives in a high-performance high-growth company environment
- Passion for evangelizing new technologies and new ways of solving problems
- Travel is required

Director of Hosted Solutions is responsible for the design and execution of the ACT OneCloud business. The candidate has the ability to define the customer's technical and business requirements and successfully architect solutions that fit those needs. The DHS is the key member of ACT's customer-facing OneCloud business.

Key Roles & Responsibilities

- Responsible for OneCloud proposal content and technical documentation to support the solution design

- Take full responsibility for the technical aspects of the sales cycle including general teaching, introductory meetings, supporting bid responses, product and solution briefings, proof-of-concept work, and the coordination of additional supporting technical resources
- Work with the Sales team to identify and qualify Platform opportunities through a formal sales process
- Prepare and deliver product messaging in an effort to highlight OneCloud Platform value
- Work hands-on with OneCloud Platform products to demonstrate and prototype integrations in customer/partner environments
- Experience with integration strategies, enterprise architectures, platforms and application infrastructure required to successfully implement a complete solution
- Working knowledge and experience on hosted offerings that are not limited to;
 - Business Vertical Applications
 - Managed Networks
 - Hosted Phone Systems
 - Web apps
 - Virtual Machines
 - High Performance Computing
 - Development and test
 - Storage, Backup, and Recovery

Qualifications

- Post-Secondary degree in Computer Science or a related technical field
- 7+ years of experience serving in the capacity of a technical sales or infrastructure engineer with track record of managing systems and networks
- Minimum 5 years' experience and successful track record of managing a technical team of engineers and technical staff
- Proven experience managing service provider hosted solutions
- Proven experience project managing large scale infrastructure solutions
- Experience working directly with multiple technology vendors and partners to deliver successful technology solutions
- Experience in and understanding of data and information management - especially as it relates to Big Data trends and issues within businesses relating to their applications

ACT is seeking fully trained Systems Engineers. As a member of our rapidly expanding services team, you will be involved in a variety of support plan and project based activities for our diverse client base.

(Please ensure to indicate which System Engineer position you are applying for; #1, #2 or #3.)

Systems Engineer (#1)

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

- Minimum of four years' experience in the Information Technology industry
- Proven experience in the installation and support of storage hardware, specifically HP 3Par
- Excellent knowledge of blade and server hardware troubleshooting, repair and maintenance
- Demonstrated experience in the implementation, support and troubleshoot of vSphere in large organizations
- Experience with VDI would be a definite asset
- Certifications in associated vendor storage and server technologies
- Excellent understanding of Microsoft desktop and server operating systems
- Exceptional verbal and written communication skills
- The ability to work in teams
- Ability to work a variety of shifts including evening and weekend

Systems Engineer (#2)

- Minimum of four years hands-on technical experience in a consultant role or customer facing role
- Proven understanding and expertise with the support and administration of Microsoft Exchange, Active Directory and VMware
- Excellent experience in providing end-user support in large customer environments
- MCSE, MCP, or MCSA certification
- Excellent experience with Symantec Backup Exec or other similar backup products
- Proven expertise with the management of enterprise anti-virus products
- General understanding of networking
- Excellent verbal and written communication skills
- Exceptional 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

Systems Engineer (#3)

- Experience in the troubleshooting, diagnostics and repair of printers, desktops and laptops
- Experience with general server administration duties
- Experience in providing deskside support to a variety of users
- Exposure to VMware
- Experience with Windows server operating systems
- Proven experience in in installing, troubleshooting and provide support for a variety of Microsoft products including Windows Server, Windows 7 Professional, Windows 10 and Microsoft Office Suite
- Experience in utilizing a ticket tracking system
- A minimum of four years' experience in a technical role for an IT solution provider or consulting company
- A+ Certification
- Excellent written and verbal communication skills, with the ability and drive to complete reports in a timely manner
- Excellent customer service skills
- Ability to work evenings and weekends as needed
- Demonstrable ability to work in teams as well as independently

Interested candidates should apply in writing, referencing the position you are applying for, with a resume, no later than June 12, 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



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