

CORPORATE SALES ACCOUNT EXECUTIVE

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!

Digicel is seeking a self-motivated individual with excellent customer service, communication and sales skills for the position of **Corporate Sales Account Executive**. The successful candidate must have sound technical understanding of Fixed Networking, IT infrastructure, Data Centre Services, Enterprise Applications and Cloud concepts.

The focus of this role is to grow new Corporate GSM and ICT revenues through relationships with relevant parties in accordance with business strategy. To achieve set targets and objectives drawing on the entire Digicel GSM and Business Solutions Group portfolio, including Connectivity and Managed Services, Voice & Hosted PBX, Cloud and Data Centre Services, Security and Disaster Recovery services, Hardware Sales.

Primary Responsibilities include (but are not limited to):

- Plan and manage a personal business portfolio in order to attain sales targets according to an agreed upon level, and secure sales from a targeted list of strategic business accounts
- Maintain and develop existing and new customers through appropriate propositions and ethical sales methods and relevant internal liaison, to optimize quality of service, business growth, and customer satisfaction.
- Articulate our GSM and Connectivity and Business Solutions propositions to our target account base for new orders, revenue and profit from assigned channels and accounts
- Proactively develop sales plans and pipeline per channel according to agreed standards
- Assist channel development and identify, qualify and close business opportunities to meet set targets
- Provide customers and prospects with competent, competitive and customized solutions
- Identify and pass-on to relevant business unit opportunities for cross-selling other Digicel Business services
- Build relationships with customers and prospects as a trusted GSM and ICT advisor
- Achieve Sales excellence through SFDC adopted methodologies and practices

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

- Educated to degree level, ideally in a business discipline
- Minimum 3 years proven and demonstrable successful direct sales experience with an established Telco solutions provider
- Experience of selling at board room level, articulating complex solutions that drive business transformation
- Experience of proposing complex commercial models to construct deals around cap-ex, op-ex and leasing based solutions
- Ability to present at board level to Corporate clients
- Record of success selling at Board room level essential
- Strong experience working in a large GSM/ICT Sales company
- Avaya or Cisco and Sales experience
- Exposure to Cloud Managed Services and current commercial modeling tools and technique adoption for service models and underlying technology would be advantageous
- Deep understanding of financial TCO and cost/benefit analysis for proposed solutions
- Team worker with strong business and commercial awareness
- Excellent communication, presentation and interpersonal skills
- Organized self-starter with drive and initiative with ability to work across matrix teams

Interested persons should apply with a cover letter and detailed resume via www.btc.bm, click on the Careers link.

Closing date: **August 1st, 2017**

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