

## Senior Business Development Manager (SBDM)

Decisions Ltd is a wholly Bermudian owned and operated ICT Company, specializing in sales, design, implementation, and ongoing support of many of the global “Best in Breed” product vendors. We are currently seeking a Senior Business Development Manager (SBDM) to join our team.

As an experienced, and focused Senior Business Development Manager (SBDM), you will manage an exciting and varied group of Small, Medium and Enterprise (SME) accounts. The role requires someone who is proactive, relationship orientated, works well in a team environment, and motivated to actively solicit new business and customers. The SBDM is responsible for building and maintaining strong relationships with existing and prospective customers, and matching their business needs to services and products. The SBDM role is about putting our customers first and winning with them, by becoming their champions and their trusted advisor. As an SBDM of **Decisions Ltd**, you'll be part of a successful and passionate team, who creates a climate that encourages our people to achieve their best.

The ideal candidate must be a self-starter, highly motivated, energetic, and a confident Customer focused individual, with the following position requirements;

- The Successful applicant must have at a minimum 5 years Senior ICT Business Sales experience.
- They must have at a minimum 5 years' experience in multi-product, cross platform Sales, where the design was complex, utilizing various products and/or vendors, and the Sales process was managed from end-to-end; soliciting the opportunity, working closely with the design team, ensuring the Customers requirements are met, successfully closing the sale, with the solution successfully implemented as designed.
- The successful applicant must be able to work in a small team environment, and willing to meet tight deadlines; after-hours and weekend work may be required to meet these deadlines.
- The ability to present ICT Solutions at the Executive level are a requirement, and therefore, it is expected the successful applicant have excellent verbal, and business writing skills, and are detail focused.
- It is a requirement to provide and verify at a minimum 5 years, Senior Sales / Business Development Manager experiences.
- The ability to effectively forecast sales, utilizing software applications, and other tools is a requirement.
- An ICT related sales designation related to any of the following vendors, would be an asset.
  - VMware, HP, Citrix, Cisco, Juniper, TrendMicro, Brocade, or any IT designations related to the ICT industry.

We offer an attractive salary and benefits package, commensurate with skill levels.

The closing date for this position is August 16th, 2017. Please send your resumes to the attention of:

CEO  
Decisions Ltd  
PO Box HM 3077  
Hamilton,  
Bermuda

Or [info@decisions.bm](mailto:info@decisions.bm)