



One

BUSINESS DEVELOPMENT MANAGER

One Communications' ("One") has an excellent opportunity for a highly talented individual with exceptional communication and technical sales skills to join our Business Development team. Reporting to the Vice President, Business Solutions; the Business Development Manager (BDM) is responsible for achieving assigned revenue targets and increase market share for the company's portfolio of products and services, including but not limited to the following business segments: MPLS, Dedicated Internet, Long Distance, Cellular Services, TV, Local Access and Cloud Services.

Responsibilities and Duties include (but are not limited to):

- Understanding the customer's strategic business objectives and which technology is required to assist with achieving those objectives.
- Manage resources and coordinate with local NOC utilizing a 'hands on approach' when designing a solution, and liaise with the customers' technical group to ensure the design can meet their current and future needs.
- Prepare responses to RFP's and presentations on various technical solutions to satisfy customer requirements.
- Prospect new opportunities and meet revenue targets across all product lines and be responsible for a variety of administrative tasks including project managing various implementations of One solutions.
- Update and keep One's customer relationship management database current for all assigned accounts.
- Provide accurate monthly forecasts regarding existing opportunities across all lines of business.
- Target driven with a track record on achieving assigned objectives.
- Comprehensive knowledge and understanding of products and services [DIA, MPLS, TV, Cellular and other telecommunications related services].
- Knowledge of Microsoft Office, Account Management Software.

EDUCATION and/or EXPERIENCE

- A Bachelor's degree in business administration, marketing or a related field with a minimum five (5) years technical sales experience in the Data and Cellular Telecommunications industry.
- Must have completed any of the following sales certifications would be an asset: Cisco Sales Expert Program, CCT Technical deployment, CCDA for Network design.
- Proven background in architecting data solutions including but not limited to MPLS enterprise networks, dedicated Internet and other IP based solutions.

SKILLS AND ABILITIES

- Excellent sales skills, including prospecting, proposal development & preparation.
- Excellent written, presentation, and communication skills at all levels including technical.
- Excellent negotiations and deal-closing skills. Strong Interpersonal, customer service and project management skills.
- Working knowledge of fundamental data/Cellular Networking concepts and applications.

We offer a dynamic and rewarding working environment along with a competitive compensation package. If you possess the requirements for the position and this sounds like the challenge you've been waiting for, please apply with a cover letter and detailed resume and Email: hr@onecomm.bm

One Communications Ltd. (the operating name for Logic Communications) is Bermuda's premiere full-service technology and communications provider of mobile, TV and internet services. Our mission is to deliver leading and reliable communication services to residences, small business and global enterprises, exceeding customer expectations at every touch point.

CLOSING DATE FOR APPLICATIONS: **Tuesday June 12th, 2018**

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