



Supervisor, Business Development Managers

Decisions Ltd is a wholly Bermudian owned and operated ICT Company under the East End Group of Companies, that specializes in the design, implementation, and ongoing support of many global “Best in Breed” ICT product vendors. We are currently seeking an experienced, highly motivated, results-driven individual to join our team as Supervisor, Business Development Managers.

As an experienced Supervisor, you’ll manage, mentor, develop, and grow an experienced team of Business Development Manager’s, by driving new business within an exciting, and varied group of Small, Medium and Enterprise (SME) Accounts. The role requires an individual who has experience in presenting ICT technical proposals at a “C-Level”, and have proven experiences negotiating and closing sales in a similar role.

The successful individual is responsible for building and maintaining strong relationships with our existing Customers and increasing the Customer base. The role is about putting our Customers first and retaining them through exemplary services, becoming their champion and trusted advisor in all their ICT needs. As a member of the Decisions Ltd Management Team, you’ll be part of a successful and passionate group that creates a climate that encourages our Staff 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 a minimum 5 years Senior ICT Business Sales experience, and proven experiences working to, and exceeding sales targets.
- The successful applicant must have experience in a similar Sales Management role, or a Senior ICT
- Managerial position; with previous, referenceable growth strategies and plans.
- The successful applicant must be able to work in a small team environment, and willing to meet tight deadlines, where after-hours, and weekend work may be required to meet these deadlines.
- Having in-depth knowledge of ICT business products and services, and the ability to reference the advantages and disadvantages of proposing the various options is expected.
- The ability to present ICT Solutions at the “C-Level”, requires the successful applicant to have excellent verbal and business writing skills, and they are expected to be detail focused.
- The ability to effectively forecast sales, utilizing software applications, and other tools is a requirement.
- The successful applicant should be able to explain ICT industry trends both locally and internationally.

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

The closing date for this position is June 22nd, 2018.

Please send your resumes to the attention of:
Chief Sales Officer (CSO)
East End Group
Email: info@decisions.bm