

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.

ACT is currently seeking a highly qualified sales person to join our sales team. They will be working with our most strategic clients. The ideal candidate will have an extended Account Management track record dealing with technology solutions and C-Level customer executives.

Senior Account Manager

Minimum Requirements:

- Eight years' experience in the IT industry with a good technical understanding of corporate technology solutions.
- Specific knowledge and experience selling enterprise products, professional & cloud hosted services is required.
- Track record and experience selling solutions with our partners HPE, IBM, Zerto, Cisco & VMware is preferred.
- Proven track record of developing successful business relationships within large strategic accounts.
- Excellent written and verbal communication skills, as well as solid presentation skills.
- Demonstrable record of meeting revenue targets within the IT sales industry.

Key Responsibilities:

- Retain and effectively grow sales and new business opportunities in identified accounts
- Provide Team Leadership responsibilities to members of the Sales Team
- Manage assigned accounts by:
 - Selling new or additional products or services to current customers
 - Exploring new business opportunities within existing accounts and customer locations
 - Delivering value to new lines of business within existing accounts
- Selling ACT's complete offering of products and services to customer executives
- Lead all aspects of the sales process, calling upon others to assist in solution development and proposal delivery, as needed, or as directed by management
- Develops customer account plans for all assigned customers by leading a joint company/customer planning process that identifies a clear action plan for success
- Provide weekly forecasts and detailed account plans to management
- Develop professional quotations and proposals
- Build strong relationships with IT Services team members

Interested candidates should apply in writing, together with resume, no later than **DATE** to: June 22nd, 2018

Human Resources
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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

