



## **Vice President Sales**

5Fathom Ltd. is seeking an experienced and qualified professional to manage our sales organization. Reporting to the Managing Director, the main responsibility of this position will be to formulate and execute ambitious sales plans and lead a team of professionals within the Bermuda market.

The selected individual should have the following qualifications and qualities:

- A university degree, with preference given to a technical degree (e.g.: Computer Science, Physics, Mathematics)
- Preference given to those with Reinsurance and/or Weather Derivatives industry experience
- At least 7 years' senior sales experience in the technology / consulting industry, demonstrating a record of consistent performance against revenue targets
- In-depth knowledge of the Reinsurance industry, especially as it pertains to the technology stack behind catastrophe modeling and simulation, and the role they play in the Reinsurance value chain.
- A thorough understanding of Reinsurance technology trends (Hardware and Software) with a network of industry contacts in North America and Europe.
- Experience in selling high value software applications with a proven track record in selling value-added products, including consulting services, outsourcing contracts, and maintenance services
- Proficiency in working with Great Plains software
- Understanding of the relational database management system (RDBMS) and Business Intelligence software market, the vendors, technology, trends, and a how to select a specific solution depending on customer requirements.

This is a challenging role in a very dynamic and competitive business requiring a dedicated sales leader with the necessary drive and charisma to succeed. A performance related compensation and bonus plan would be offered reflecting the experience and track record of the appointed candidate.

Interested candidates should apply in writing, with a resume, no later than August 14th, 2018 to:

Human Resources

5Fathom Ltd.

P.O. Box HM 2091, Hamilton HMHX

Or by e-mail to: [careers@5fathom.com](mailto:careers@5fathom.com)

**5Fathom is an Equal Opportunity Employer**