

# we're hiring

Digicel is looking for a top candidate to fill the role  
of **Corporate Relationship Manager**

## job overview

A Digicel employee is responsive, agile and caring. We push boundaries and are uncomfortable being comfortable. We question norms and we put our ideas into action. We care about our customers and we show it. That's why 11 million customers worldwide including Bermuda choose and trust Digicel!

We are seeking an extraordinary Corporate Relationship Manager to join the Business Sales team. The successful candidate will build and manage rapport with corporate clients ensuring optimum customer acquisition, retention and relationships.

### Primary Responsibilities include (but are not limited to):

- Identify and develop a target pipeline
- Manage key customer relationships through regular contacts and visits ensuring the effective call program is maintained on all assigned and prospect customers
- Maintain high professional standards and strive to provide quality services to clients
- Cultivate good rapport with corporate clients
- Continuously identify and exploit cross selling opportunities
- Manage corporate relationships with a view to sales
- Perform additional job duties as the business demands

### The successful candidate will possess the following qualifications, skills and experience:

- Degree-level education or comparable level of professional experience
- Customer facing experience
- Good organizational skills and proven track record of delivering objectives on tight deadlines
- Customer focused, influential and a strong negotiator
- A high level of confidence and self-awareness to effectively project professional image of self and company
- Results oriented and accountable for sales goals and targets with a strong commitment to succeed
- Good sales and negotiation skills
- Plenty of drive, initiative and motivation
- An honest and trustworthy manner

Interested persons should apply with a cover letter and detailed resume via [www.btc.bm](http://www.btc.bm),  
click on the Careers link.

Closing date: October 12th, 2018  
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PLEASE NOTE THAT ONLY SHORT LISTED CANDIDATES WILL BE CONTACTED.