

# we're hiring

Digicel is looking for a top candidate to fill the role  
of **Corporate Sales 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 Sales Manager with excellent communication, organizational and leadership skills.

Reporting to the Head of Business Solutions, the Corporate Sales Manager will be responsible for managing the Corporate Sales Team and channels across the various market segments in the realm of ICT sales, mobile and convergent solutions. The successful candidate will also be involved in the direct selling of basic and complex solutions associated with all of Digicel's Business Solutions' platforms. In addition working closely with the Service Manager and Operations Manager to ensure effective processes are developed, implemented, measured and optimized.

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

- Monitor and lead the development of business sales strategies, business plans, projects and budget in line with corporate strategy
- Monitor and lead Sales department's performance against pre-set KPI
- Own, meet and exceed the overall team's sales and revenue performance
- Propose new initiatives, plans and programs to improve the effectiveness of the business sales function
- Develop and maintain appropriate relationships with key contact with the business community
- Responsible for developing reports based on set controls for overall sales management process
- Responsible for the preparation of annual budgets, quarterly, monthly and weekly forecasts

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

- Educated to diploma or degree level, ideally in a technical discipline
- Minimum of 5 years' experience in customer facing activities in a B2B environment
- Management, Direct Sales and Telecommunications experience is a requirement
- Proficiency with IT software such as Excel, PowerPoint and Word
- Sound understanding of technology: GSM, LTE and ICT solutions
- Ability to communicate clearly and concisely

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.