

## BUSINESS DEVELOPMENT MANAGER

One Communications' ("One") has an excellent opportunity for a highly talented individual with exceptional communication and technical sales skills to join our Business Development team. Reporting to the Vice President, Business Solutions; the Business Development Manager (BDM) is responsible for achieving assigned revenue targets and increase market share for the company's portfolio of products and services, including the following business segments: MPLS, Dedicated Internet, Long Distance, Cellular Services, TV, Local Access and Cloud or Hosting Services.

### Responsibilities and Duties include (but are not limited to):

- Understand the customer's strategic business objectives and determine the technology required to assist with achieving those objectives.
- Utilizing a 'hands on approach' when designing solutions; liaise with the customers' technical group to ensure the design meets current and future needs. Coordinate with local Network Operations Center (NOC).
- Assist other Business Development Manager's (BDM's) with pre-sales and technical designs for customer solutions.
- Prepare responses to RFP's and presentations on various technical solutions to satisfy customer requirements.
- Prospect new opportunities and meet revenue targets across all product lines and be responsible for a variety of administrative tasks including project managing various implementations of One's solutions.
- Update and keep One's customer relationship management database current for all assigned accounts.
- Provide accurate monthly forecasts regarding existing opportunities across all lines of business.
- Comprehensive knowledge and understanding of products and services, DIA, MPLS, VPLS, Cellular and Cellular Data, WIFI solutions, Cloud, TV and over the top services.
- Managed Services, Long Distance, Cellular, TV and other telecoms related services.
- Identifying and understanding customer needs and tailor to products and services.
- Problem solving and critical thinking skills
- Knowledge of Microsoft Office, Salesforce, Account Management and Trouble ticketing software, Salesforce and A360 billing platform

### EDUCATION and/or EXPERIENCE

- A Bachelor's degree in business administration, marketing with a minimum of five (5) years technical sales experience in the Data and Cellular Telecommunications industry.
- Or a minimum of seven (7) years technical sales experience in the Data and Cellular Telecommunications industry.
- Understanding complete turn-key solutions in delivering services from layer one (1) to layer seven (7).
- Proven background in architecting data solutions including but not limited to MPLS enterprise networks, dedicated Internet and other IP based solutions.

We offer a dynamic and rewarding working environment along with competitive compensation package. If you possess the requirements for the position and this sounds like the challenge you've been waiting for, please apply with a cover letter and detailed resume to [hr@onecomm.bm](mailto:hr@onecomm.bm)

One Communications Ltd. (the operating name for Logic Communications) is Bermuda's premiere full-service technology and communications provider of mobile, TV and internet services. Our mission is to deliver leading and reliable communication services to residences, small business and global enterprises, exceeding customer expectations at every touch point.

### SKILLS AND ABILITIES

- Excellent sales skills, including prospecting, proposal development & preparation. Excellent negotiations and deal-closing skills.
- Excellent written, verbal, analytical with persuasive and interpersonal skills.
- Ability to assess the competitive landscape.
- Great business acumen in the service and communications industries.
- Working knowledge of fundamental data/cellular networking concepts and applications.
- Target driven with a track record of achieving assigned objectives

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CLOSING DATE FOR APPLICATIONS: **Wednesday, September 25<sup>th</sup>, 2019**

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