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 seeking an experienced **Senior Vice President of Contract Services** to work with our most strategic contract clients. The Senior Vice President of Contract Services will be expected to maintain and grow relationships with large strategic customers, retain existing business, while pursuing profitable growth opportunities.

Key Responsibilities:
- Manager, retain and effectively grow contract sales and new business opportunities
- Selling ACT's complete offering of services
- Lead all aspects of the contract sales process
- Develops customer account plans for all assigned contract customers
- Proactively manages customers' satisfaction and service delivery by anticipating events and monitoring satisfaction
- Provide weekly forecasts and detailed account plans to management
- Develop professional contract quotations and contract proposals
- Build strong relationships with IT Services team members
- Identify and prepare any training / knowledge for clients and colleagues
- Excellent written and verbal communication skills
- Solid presentation skills
- demonstrable track record of meeting revenue targets within the IT sales industry

Skills and Qualifications
- University or college degree from accredited institution
- Minimum six years sales and relationship management experience in the IT Industry with proven history of selling to C-level executives
- Specific knowledge and experience selling HP, IBM, Cisco, Microsoft, VMware, Zerto and Veeam and other associated Professional Services

ACT is seeking an experienced **Director of Systems Development** to manage the development, implementation and maintenance of application system initiatives in order to provide superior information systems that assist the company in maintaining a competitive edge in the marketplace. They will work actively with Management, Sales and Engineering to ensure the successful delivery of customer contracted services.

Key Responsibilities:
- Work with customers and Sales team in Cayman, Bermuda and other jurisdictions to design and implement high-value based solutions
- Design and architect customer solutions and work with Professional Services team to ensure successful technical delivery
- Own the overall technical responsibility for SOW and solution delivery
- Lead ACT in developing and deploying internal and client-facing infrastructure solutions with an emphasis on security, risk reduction and consolidation of infrastructure across the enterprise
- Develop and implement information risk management policies to reduce overall risk to the organization and customers
- Stay abreast of the latest technologies and explore new trends and how they can be applied to current and future business needs
- Develop strategic partnerships and alliances with vendors
- Liaise with Sales and Professional Services teams to translate customer requests into technical requirements and solutions
- Incorporate best practices to improve existing methods and processes during solution delivery
- Create technical development plans for Sales and Technical teams
- Collaborate with business stakeholders to assist in documenting needs, developing effective solutions, and creating business cases
- Work with Sales to provide pre-sales services for solutions delivery

Qualifications:
Minimum of 10 years industry experience providing management support in the following areas:
- Direct experience working for a Solution Provider
- Extensive experience in the role of IT Architect
- Proven ability to consistently implement cross-functional technical projects
- Comprehensive knowledge of industry technical professional standards and best practices
- Exceptional and demonstrable leadership, consulting, customer service and problem solving skills
- Excellent presentation skills and written and verbal communication skills
- Ability and drive to complete professional reports and respond to all internal and external communications in a timely manner
- A proven track record of excelling in a fast-past, results-oriented environment with changing
- A proactive and self-motivated work ethic

Technical Skills:
- Exchange 2013/2016 and Exchange Online
- Windows Server technologies
- VMWare/Hyper-V/Citrix virtualization platforms
- AD/DNS/DHCP/GP/DFS
- Mobile Device Management solutions
- Powershell scripting language
- Networking (HP/Cisco/FortiNet)
- HPE Enterprise storage solutions
- IBM, Azure and Microsoft 365 cloud platforms

Interested candidates should apply in writing together with a resume, no later than April 22, 2020 to:

Human Resources
Applied Computer Technologies Ltd.
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

ACT

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