



# BUSINESS DEVELOPMENT MANAGER



# One

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 core Data network, Mobility services, Cloud and Business Solutions offerings to One Comm's strategic enterprise customers and prospects.

The successful candidate is expected to excel building client relationships and contacts and spearheading complex sales from qualification through to closure! Success is measured by meeting and exceeding quarterly sales targets for new and existing business and meeting targeted NPS scores for your portfolio assignment.

## RESPONSIBILITIES AND DUTIES

- Maintain a high level of face-to-face meeting activity with customers and prospects on a weekly basis, including attending networking and sponsored events etc. to unlock new relationships
- Identify, qualify and close new sales opportunities that achieve quarterly and annual quota's
- Lead the creation and execution of account development plans for your assigned portfolio, along with driving internal account plan 'reviews' to document and execute your account strategy with your account team
- Work in concert with your Business Solutions Account Team i.e. Pre-Sales Engineers, Product Specialists and Project Managers to ensure business goals and proposed technical solutions are aligned with customer needs/expectations
- Prepare and present proposals and presentations to new and existing clients that have quantifiable business cases that clearly solve a business problem
- Plan, schedule and coordinate Quarterly Business Reviews (QBR's) with all customers within your assigned portfolio, including OneComm Senior Management staff when deemed important
- Ensure orders meet all financial and legal requirements, engaging finance and legal when applicable
- Work with the service delivery and implementation teams to ensure their understanding of the customers' requirements and solution design
- Lead RFI/RFP bid management and submission processes, and engage Bid/Project Managers when applicable to ensure deliverables are achieved
- Consistently and effectively use Salesforce (CRM) to manage and track all account activities and related opportunities funnel and forecasts

## SKILLS AND ABILITIES

- A strong 'team player' attitude (within a matrix org structure)
- Passion for sales and service excellence
- Self-motivated, results oriented and able to solve problems in a timely and professional manner
- Excellent time management skills
- Excellent written and oral communication skills
- Excellent presentation skills
- Sound judgment and decision-making skills
- Strong interpersonal skills.

## EDUCATION & EXPERIENCE

- A Bachelor's degree in business administration, marketing or a related field
- Minimum of five (5) years technical sales experience in the Telecommunications and Managed Services industry with a proven track record of selling solutions and growing an Enterprise client portfolio
- Ideally: Strategic Selling certifications (ex: Miller Heiman, Sales) Performance International or equivalent
- Well-rounded knowledge of ISP technology and services (DIA, MPLS, IPLC, P2P, SD-WAN etc.). managed IT services, and IT concepts and capabilities (networking, security, servers/storage, virtualization, cloud services (private/public/hybrid)
- Preferred Vendor certifications: Fortinet NSE3, Azure and O365 Fundamentals, Cisco Sales Essentials

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 detailed resume to [www.onecomm.bm/careers](http://www.onecomm.bm/careers)

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**CLOSING DATE FOR APPLICATIONS: Tuesday, June 29, 2021**