



Business Development Associate

CCS is looking for an experienced and enthusiastic sales professional to join CCS' sales team as a Business Development Associate (BDA) focused on growing CCS's account base. The BDA will be required to identify and establish business relationships with existing and new customers and to expand CCS' presence. As a business development role, the compensation and focus will be on identifying and working on new customer opportunities. The BDA will also have the opportunity to work with some of CCS' existing customers to ensure existing relationships are maintained and to expand CCS' business within those accounts.

The successful candidate must be comfortable working in diverse customer environments with a multitude of technologies. The role reports to the CEO, with a demonstrated ability to succeed in an autonomous environment is key to this role. The BDA position is based in CCS' Bermuda office but travel to the United States and the Caribbean may be required.

Primary Role and Responsibilities:

- Develop and execute a business plan and attack strategy for expanding CCS' market share in Bermuda and the Caribbean
- Focus on developing new customer relationships
- Consistently achieve sales targets
- Develop and maintain strong business relationships with existing customers
- Work with CCS technical resources and suppliers to produce accurate estimates, project scopes and proposals
- Present CCS technology and professional services solutions to clients in a formal environment, as well as provide professional written proposals to clients
- Develop and document and maintain customer profiles, contacts and forecasts of sales opportunities within an assigned customer base
- Obtain and maintain sales certifications in CCS' key technologies

The BDA will need:

- A minimum of 3 Years of Sales Experience
- Technical or sales experience in IT field
- Proven Track Record of Meeting or Exceeding Sales and Revenue Targets
- Strong Communication and Presentation Skills
- Ability to do Job Estimations, Write Business Proposals, Facilitate Presentations and Adjust Presentation Delivery to Suit Different Audiences
- Post-Secondary Business Training or Equivalent Experience

About CCS

The CCS Group has been delivering complex information technology solutions into Bermuda, the Caribbean, Europe and North America for over 30 years. Since its inception CCS has maintained its competitive advantage by providing innovative, leading edge technologies with expert professional services and on-going support.

Interested applicants should apply with Resume and References to careers@ccs.bm

Deadline for Applications is 2 December 2022