

At the KeyTech Group of Companies we believe the key to future growth is expansion and diversification through our subsidiaries. We have always been the principal investor in Bermuda's communications infrastructure... **Unlocking a world of connections!**



## Business Development Manager

**Logic Communications Ltd.** ("Logic") is Bermuda's premier full-service technology and communications provider. Serving residences, small local businesses and global enterprises, Logic offers market-leading international voice and data solutions and IT professional services. Logic is a member of the KeyTech Group of Companies.

Logic is seeking a self-motivated individual with excellent customer service, communication and sales skills for the position of **Business Development Manager ("BDM")**. The successful candidate must have a working knowledge of fundamental data networking, I.T. & telecommunications concepts and applications including (but not limited to): security, LAN & WAN internetworking, enterprise storage solutions, Microsoft software solutions, IPT and telephone systems.

The role of the BDM is to achieve assigned revenue targets and increase market share in the following business segments: Connectivity solutions (including MPLS, VPLS, IPLC and Dedicated Internet Services), Long Distance and VoIP Telephony, Network Services, Managed Services, Professional Services, Hardware & Software Sales and E-Mail Hosting.

The successful candidate will also be responsible for securing contact renewals thus ensuring current revenue streams are protected and maintained whilst providing complete customer satisfaction within their assigned account base.

### Additional Responsibilities include (but are not limited to):

- Develop, maintain and manage customer relationships and accounts
- Develop and manage a number of vendor relationships and accounts
- Work with C-level executives bridging technology based solutions, business drivers and needs

- Prepare proposals and RFP responses around Logic's solutions and services
- Actively participate and assist in Service Delivery and Quality Assurance

### Qualifications and Experience required:

- Bachelor's degree in business administration, marketing or a related field
- Minimum five (5) years sales experience in voice/data or I.T. industry or related experience and skills in direct sales
- A sales certificate in any of the following would be an asset: Cisco Sales Expert Program, Cisco Sales IPT Specialization Program and Microsoft Solution Selling

All enquiries will be dealt with in strict confidence. Full background checks will be conducted on shortlisted candidates. Candidates may be subject to skills assessment, job match and/or aptitude testing.

Interested persons should apply with an updated resume and cover letter via email to [keycareers@keytech.bm](mailto:keycareers@keytech.bm):

Human Resources Manager, Recruitment  
Logic Communications Ltd.  
Department of Human Resources  
30 Victoria Street  
Hamilton, HM12

**Closing Date: April 18<sup>th</sup>, 2011**



KeyTech Group of Companies is an Equal Opportunity Employer

