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Account Manager

Independent Consulting Solutions Ltd. is Bermuda's world-class I.T. consulting organization serving international and local clients across Bermuda and overseas.

The company is looking for an experienced and Senior Account Manager

PRIMARY DUTIES AND RESPONSIBILITIES:

- Ability to scope and build technical solution from a working knowledge of Microsoft, LAN/WAN solutions, VM Ware , HP , Checkpoint and Cisco Solutions
- Accurately forecasting sales of professional services, hardware, software and other offerings
- Managing relationships with key vendors and partners and ensuring sales certifications and partnership requirements are met and maintained
- Key account management of Enterprise and Strategic customers
- Maintaining relationships across all levels of customer organizations
- Meeting and exceeding corporate targets or client objectives
- Working with members to the technical team to ensure deadlines are met and customer satisfaction is exceeded
- Drafting of solutions proposals, quotes and estimates

QUALIFICATIONS:

The successful candidate must have the following industry experience/certifications:

- 7 years of sales and sales management experience in a technology environment
- International business experience with an understanding of Channel Sales models, ASP's and Managed Services
- A deep knowledge of the I.T. industry and trends
- A University Degree
- Sales certification(s) are desirable
- Excellent oral and written communications skills
- Very strong presentation and interpersonal skills
- Demonstrated product knowledge of Cisco, Check Point, Hewlett-Packard, Microsoft, VMWare and others
- Demonstrable skills in customer base development and marketing strategies

Please e-mail your resume to careers@icsbermuda.com, Independent Consulting Solutions, Suite 751, 48 Par-La-Ville Road, Hamilton, HM11, Bermuda, with a covering letter which clearly states your strengths and specific experience to date.

Independent Consulting Solutions encourages staff development and progression, supporting the Commission for Unity and Racial Equality (CURE) as an Equal Opportunity Employer.

Independent Consulting Solutions offers a competitive compensation and benefits package commensurate with qualifications and experience. The deadline for applications is May 16, 2011.