



Looking for a career in a leading edge IBM Technology Company?

BCS Agencies Ltd. (BCS) provides integrated Information Technology solutions to private and public sector clients in Bermuda. BCS is the exclusive agent in Bermuda for IBM hardware, software and services.

To satisfy the demand created by our evolving customer base, we are looking for the following experienced professionals to join our team:-

Marketing & Business Development Manager

The successful candidate will have a minimum of 5 years experience in a marketing and sales support role in the information systems and technical services industry. Experience in dealing with the following is essential:-

- Market business development
- Sales opportunity management
- Planning, organization and execution of successful client sales initiatives
- Client relationship management tools

Additional responsibilities will include direct liaison with the BCS/IBM sales team in client communication and the development and achievement of corporate sales goals and targets. The candidate should possess a relevant degree/diploma in a marketing and/or business discipline. In addition, experience with marketing and selling IBM's products and consulting services and the Siebel CRM software tool would be an asset.

This is a progressive position within the organization and the successful candidate should be a self-starter, have a strong work ethic, mature and enjoy working in a team environment.

Financial Analyst

The successful candidate will report to the Financial Controller and will be a key member of the finance team.

Duties & Responsibilities:

- Prepare and analyze financial statements and management reports
- Prepare journal entries for various amortizations, accruals and financial adjustments
- Manage the month-end financial closing process
- Supervise monthly billing activities to clients
- Provide leadership to the accounts receivables and accounts payable functions
- Manage internal controls processes and monthly controls reporting requirements
- Develop and maintain systems, procedures and controls
- Assist the Financial Controller in the Monthly Management Reporting process
- Liaise with IBM Canada staff and perform various ad-hoc accounting tasks as required

Minimum Qualifications, Skills & Experience

- University degree and a recognized accounting designation required
- Experience in an Accountant/Financial analyst role preferred
- Strong analytical and problem solving skills with excellent attention to detail
- Computer literate with a strong knowledge of Excel
- Self motivated with the ability to plan and meet tight deadlines is essential
- Strong interpersonal skills with the ability to communicate effectively at all levels of the organization

BCS is an equal opportunity employer and provides a comprehensive benefits package including on-going education at IBM training centres throughout North America.

Please provide résumé in complete confidence to:

The General Manager

BCS Agencies Limited

P.O. Box HM 1196, Hamilton HM EX

Email: careers@igility.bm

The closing date for this position is **8 August, 2011**