

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!**



## Head of Sales & Business Development

**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 highly motivated individual with strong leadership, communication and relationship management skills for the position of **Head of Sales & Business Development**.

Under the direction of the Chief Executive Officer, this position will play a vital role in providing the leadership and oversight required to ensure the success of Logic's sales and revenue generation initiatives. A key component of this role includes developing and delivering on strategies and business plans that will ensure growth in all areas of business to position Logic as the leader in its markets.

This position encompasses all aspects of Technology-Based Sales for Corporate customers. A strong working knowledge and understanding of data networking and telecommunications systems and technologies, a proven track record in solution-based technology sales as well as strong interpersonal and relationship management skills are essential.

As an integral part of the Senior Management Team, the successful candidate will:

- Contribute to the overall leadership, development and promotion of business strategies and goals. Provide strategic guidance to the CEO and Senior Team on all matters relating to Sales and Business Development
- Build a strong relationship with key decision-makers and influencers including key corporate accounts and appropriate groups
- Develop strategic communication and e-commerce programs
- Demonstrate a working knowledge of direct selling against assigned revenue targets for business lines such as Dedicated Internet, Long Distance and VoIP Telephony, Network Services, Managed Services, Hardware & Software Sales connectivity solutions or E-Mail Hosting

- Develop and manage 'High Performance Teams' to create a positive working environment

### Key Qualifications and Experience required:

- Post Graduate Degree in Business Administration, Marketing, or equivalent with a minimum of eight (8) years experience in corporate sales in the technology industry, two (2) of which include senior management experience. Portfolio of sales should include products and services such as voice, long distance, networking, Internet, e-commerce, wireless technology and various data products in a solution-based sales environment
- Completion of Sales Certifications in Cisco Sales Expert Program, Cisco Sales IPT Specialization Program, Microsoft Solution Selling Program would be an asset
- Senior Management experience in Customer Service, Operations, Sales and Professional Services
- Demonstrated ability to develop and implement customer focused sales plans to achieve revenue and profitability

Interested persons should apply with a cover letter and detailed resume via email to [keycareers@keytech.bm](mailto:keycareers@keytech.bm). All correspondence should be marked to the attention of the:

Human Resources Manager, Recruitment  
Logic Communications Ltd.  
Department of Human Resources  
30 Victoria Street, Hamilton, HM 12

**Closing Date: September 6<sup>th</sup>, 2011**

The KeyTech Group of Companies is committed to maintaining a substance free workplace. Applicants will be subject to pre-employment substance screening prior to receiving an offer of employment.