

# Join us. Lead the way

## MOBILE WIRELESS BUSINESS DEVELOPMENT MANAGER

**CELLONE®** is seeking a strategic sales leader with enterprise/business sales experience in the mobile wireless sector. The ideal candidate will be highly motivated to drive outstanding sales performance whilst providing exceptional customer service to our business clients.

### Responsibilities

- Contribute to the development of sales plans and budgets in accordance with marketing and branding strategies and overall corporate financial goals
- Develop new and continued profitable revenue streams by generating and effectively presenting sales offers successfully matching client needs with appropriate CellOne products and services
- Maintain a healthy pipeline of sales opportunities through networking, prospecting and cold calling processes
- Mentor and develop the corporate sales team
- Establish an ongoing "partnership" relationship with business clients to proactively check high service standard levels are being achieved and to drive client retention
- Troubleshoot issues with CellOne products and devices, including Blackberry, i-phone and Android platforms and wireless broadband products
- Collect and analyze competitor data and recommend changes to rate plan and service offerings

We offer an exciting and dynamic working environment along with a competitive compensation package. If you meet the essential requirements of the post, please forward your application form, resume, and cover letter to the Human Resources Manager at [hr@cellone.bm](mailto:hr@cellone.bm) by Monday, October 10, 2011.

Application forms can be downloaded from:  
[http://www.cellone.bm/about/aboutus\\_employment.html](http://www.cellone.bm/about/aboutus_employment.html)

### Essential Requirements

- University graduate with an minimum three years enterprise/business sales experience in a managerial post within the mobile wireless industry
- Strong industry and product knowledge within cellular or other wireless sectors
- Knowledge of industry specific sales principals, methods and techniques including metrics based performance measurement systems
- Sales leader– self motivated with outstanding sales and leadership skills
- Proven record of driving growth, revenue and market share
- Exceptional communication and presentation skills, both oral and written
- Excellent interpersonal, people management and negotiation skills
- Strong computer skills including use of MS Office tools, CRM products such as Salesforce.com and wireless billing/provisioning systems

**CELLONE®**

**Human Resource Manager**

P.O. Box HM 3262 | Hamilton, HM PX | Bermuda

**CELLONE®**



**700.7600**

[www.cellone.bm](http://www.cellone.bm) | [info@cellone.bm](mailto:info@cellone.bm)