



EMPLOYMENT OPPORTUNITY

FLOW and C&W Business deliver world class telecommunications to the British Virgin Islands, offering mobile, broadband, fixed line and entertainment services to both consumers and businesses. If you are a high achieving self-motivated individual ready for a challenge in the high intensive industry of telecommunications, please submit your resume and a cover letter for the position of **B2B Sales Executive**.

The B2B Sales Executive will sell the organization's products and services through direct sales to small & medium businesses, large corporations, and government entities. Face-to-face and remote sales to new customers and cross/up/repeat sales to existing customers by delivering sales bids/proposals/presentations and conducting product demonstrations.

Responsibilities

What You'll Do

- Meet and exceed set revenue targets through selling new and existing products and services.
- Maintain regular contact with assigned client base.
- Provide a consultative sales service to key stakeholders defining customer requirements and matching their needs.
- Develop and maintain account development plans for the assigned portfolio.
- Develop a current year sales plan for attaining revenue targets and customer satisfaction ratings for assigned portfolio.
- Generate awareness of new technologies and service offerings in the C&W product suites.
- Ability to consultatively engage with client and design complete solutions leveraging multiple products/technologies.
- Drive growth in revenues across account base and prospecting non C&W clients while retaining existing customers.
- Provide enhanced support where required to supplement the Enterprise care team.
- Coordinate and prepare responses for client issued tenders/bids.
- Own the relationship and responsibilities of C&W to the customer on most levels.
- Performs any other duties ancillary to or related to the foregoing.

Qualifications

Knowledge & Experience

- Degree in Management/Marketing/Sales **or** equivalent combination of qualifications and experience.
- Minimum 5 years B2B direct sales (preferably Business/Enterprise sectors) with proven track record of delivering on targets and objectives.

Skills & Abilities

Candidates must possess a high level of demonstrated competence in the following areas:

- Valid Driver's Licence
- Availability to travel
- Must be willing to work outside of office hours when required
- Proven track record in achieving sales targets
- Solid understanding of managerial accounting and budgetary analysis
- Flexible & goal oriented
- Results-driven and discerning with regards to priorities
- Excel in collaboration and relationship building skills
- Creative strategic thinker and fast learner
- Exceptional organizational and analytical skills
- Autonomous and self-motivated
- Influential communicator and great presentation skills

- Ability to work well under pressure in a fast pace, goal, and team-oriented environment
- Excellent communication, interpersonal, negotiation and presentation skills
- Self-starter, with ability to gain support from colleagues
- Computer literate with email, Internet, word processing and MS Office

Employment Type: Full-time position

Closing Date: Friday 12 July 2024

Please send cover letter and resume to akilah.corbin@cw.com by Friday 12 July 2024.

For further information or expressions of interest, please call Akilah Corbin at 1-284-541-3582

Who We Are

We are the leading telecommunications company, connecting more than 40 markets in Latin America and the Caribbean with our video, broadband internet, telephony, and mobile services under the consumer brands VTR, Flow, Liberty, Más Móvil, BTC, and Cabletica. We started small, and now we're growing. We're excited about the future as we strive to unlock opportunities in the region

Why join us

Technology excites us enables us and drives us. We're proud of the services we provide, the markets that we serve, and our people coming together to enhance our customers' lives with technology so that they can connect, work, live and play without missing beat. Throughout Liberty Latin America, our passion and pride are brought to life through our shared vision to bring innovation that will create moments that matter to our customers, delivering growth in our markets with one vision, one culture, and one team.

Liberty Latin America provides equal employment and advancement opportunities to all colleagues and applicants for employment without regard to age, color, citizenship, disability or perceived disability, ethnicity, gender, gender identity or expression, genetic information, marital or domestic partner status, military or veteran status, national origin, pregnancy/childbirth, race, religion, sexual orientation, or any other category protected by federal, state, and/or local laws.