



## Do you have what it takes to join our leading technology team?

Bell Solutions (Pvt) Limited is a leading systems integrator in Sri Lanka, providing leading edge enterprise technology solutions such as Cyber Security, Storage, Cloud, Voice Switch, Video, Networking, Contact Centers, IDC, Surveillance Infra, Outsourcing etc; in partnership with world renowned brands i.e. AVAYA, FORTINET, SOPHOS, DELL EMC, HUAWEI and many more global leaders in technology.

Backed by our Board of Directors representing leading business conglomerates with a large market capitalization in the country, our team of nearly 700 experts consisting of skilled and qualified professionals with relevant certifications and industry experience are positioned to provide businesses with vendor independent and business oriented ICT solutions, designed and based on the best practices of program management. The company specializes in building rewarding partnerships with customers who solicit an 'outsourced ICT solution' from a competent and trustworthy service provider.

## Sales Manager/Account Manager

### Major Job Responsibilities

- ❖ Prospect, educate, qualify and develop ICT solutions Opportunities with all business verticals in the field of unified communications, cyber security, networking , contact centers
- ❖ Become a trusted resource and develop perfect relationship with clients
- ❖ Achieve /exceed monthly and quarterly sales targets

### Qualifications & Experience

- ❖ Degree / diploma in the relevant field from a recognized university/ institute
- ❖ Product Certifications/ Training is an added advantage
- ❖ 2-3 years working experience in the ICT industry
- ❖ Experience in Solutions selling in a SI company (Systems Integrator) would be a distinct advantage

### Skills & other Requirements

- ❖ Should be able to work in a team, take ownership, responsibility and to have service mindset
- ❖ Highly motivated self starter with industry track records
- ❖ Effective selling skills
- ❖ Hunter mentality

If you are confident & possess the capabilities to take up a challenging & progressive career, Please send your CV to [careers@lankabell.net](mailto:careers@lankabell.net) within 07 days from the advertisement. **Indicate the position applied in the subject line of the e-mail.**