

Title: Vice President Business Solutions

Location: Kingston, Jamaica

About Our Client

Our client is an International Business Corporation (IBC) specialized in telecom and business solutions. Their core business is providing cable television services, digital video, high speed internet access, digital telephony and corporate data services. They currently operate in over 40 countries throughout the Caribbean, Andean and Central America region. Currently the local operation in Jamaica is undergoing a strategic transformation driven by important investments, to offer additional solutions to business customers including small, medium and large enterprises driving an important growth for the company.

Position Description

- As a key member of the Jamaica leadership team, the VP of Business Solutions will be responsible for leading and developing the strategy and the sales of the company's broad portfolio of Business Solutions
- As Head of Business Solutions the VP will have responsibility for the delivery of the Strategic Objectives of the Enterprise, Government and SME Teams
- He / she will be responsible for building and managing the Enterprise, SME and Channel Sales teams
- Vice President will have responsibility for the delivery of the Strategic Objectives of the Enterprise, Government and SME Teams
- He / she will be responsible for building, managing and developing the Enterprise, SME and Channel Sales teams
- Build and implement complex sales strategies to ensure both short and long term goals and objectives
- Increase the profile and awareness of Business Solution in Jamaica with Commercial and Government bodies
- Manage the introduction of new business products and solutions by working with cross functional departments and ensuring all key milestones are met
- Work closely with strategic partners to generate new business opportunities
- Provide the support and leadership to ensure the sales teams delivery of strategic objectives
- Build and develop sales team talent
- Report on the weekly and monthly activities of the team
- Work closely with relevant departments to ensure positive customer experience and maximization of the company's revenue
- Maintain contact with all clients in the market to ensure high levels of client satisfaction
- Maintain professional internal and external relationships that meet company core values
- Proactively establish and maintain effective working relationships with all support departments

Experience/Skills Required

To be successful in this position candidate must possess and effectively demonstrate the following skills:

- Advanced degree in Business Administration, Telecommunications, Information Technology or related field Familiarity with Information Communications Technology services such as Data Networking, Cloud Computing, Virtualization and Unified Communications
- Broad business understanding and strong business acumen
- Proven ability to develop and implement short, medium and long term strategic plans
- Proven ability to work effectively with and across all levels of Business and IT Contacts in complex organizations
- Excellent Communication skills; ability to effectively communicate and implement vision for the Business Solutions business.
- Availability to travel 10%-15%
- Minimum 10 years in industry experience with a proven track record of Sales Management in a highly competitive, fast-paced sales environment and demonstrated achievement
- Industry: Telecommunications
- Function: Sales and Business Development

Personal Profile

- The candidate should be very energetic, committed and be able to build relationships with stakeholders, be able to motivate/manage teams, as well as be highly self-motivated and entrepreneurial in order to thrive in a dynamic environment.
- The ability to manage and align multiple projects and priorities across functions is essential.
- Self-assured, courageous, decisive, clearly accomplished, ever-present leadership stature, cordiality and humility.
- Visionary, positive, consultative and energetic, with an abiding sense of urgency and a decisive pace. The ability to upgrade and transform a culture.
- An ability to establish partnering relationships and maintain alignment with the other operating businesses and groups.
- A leader and coach who is hands-on by nature. A problem-solver.
- Able to build trust, value others, drive execution, foster innovation, focus on the customer and collaborate with others
- An assertive yet collegial and team-oriented leadership style, with experience effectively managing across functional teams within a corporate structure that requires influencing at all levels, both internally and externally.
- Exceptional business acumen with strong leadership orientation and communication skills. Must be able to think both analytically and strategically while maintaining an ability to influence effectively.
- Willingness to take a position, to show personal initiative, and to persevere in the face of significant challenges. Outstanding learning agility.

Compensation

The successful candidate will receive a competitive compensation package commensurate with experience and qualifications.



About Transearch Latin America

TRANSEARCH is a leading global retained executive search company with representation in all the major economic capitals of the world with about 60 offices in over 35 countries. TRANSEARCH International was founded in 1982 and is today one of the largest growing global retained executive search organizations in the world. The company's core business is retained executive search and they complete more than 1500 senior executive search assignments a year. Their global client base is extensive and represents some of the largest blue chip organizations in the: Financial Services; Technology; Telecommunications; Consumer & Retail; Life Sciences and Industrial & Resources sectors.