

## Business Development Sector Manager

Itex, the largest offshore technology company which provides a range of services to a global client base principally through its offices in Jersey, Guernsey and the Isle of Man, is seeking to appoint a new Sector Manager to secure new business in the offshore sector. This is a senior position, reporting to the Business Development Director, that will be responsible for the development of relationships with existing and new clients in order to contribute to the growth and profitability of the company.

### The Role

- Engage and foster major client relationships at the most senior level to promote the firm's products and services
- Manage an Account Management team to ensure they deliver against agreed targets
- Deliver effective market development with demonstrable growth in team knowledge and skills

### The Candidate

- Proven grasp of strategic technology issues and ability to add value to clients at board level
- A successful track record in IT services/sales supported by appropriate qualifications
- A motivational manager of teams, creating a positive, results driven culture

The role offers an exciting opportunity to play an important part in the future growth of the business.

Applicants should contact Bob Hassell, in the strictest confidence, to discuss the role further and to obtain a full job description.

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