

At the KeyTech Group of Companies we believe the key to future growth is expansion and diversification through our subsidiaries. We have always been the principal investor in Bermuda's communications infrastructure... **Unlocking a world of connections!**



**BERMUDA
YELLOW PAGES**
PRINT • ONLINE • MOBILE

Senior Print & New Media Sales Executive

The Bermuda Yellow Pages Limited ("BYP") provides the most accessible and comprehensive database of Bermuda businesses to both the Bermuda community and the world at large. BYP is a member of the KeyTech Group of Companies.

BYP is seeking a self-starter with excellent customer service, communication and relationship management skills for the position of **Senior Print & New Media Sales Executive**.

The Senior Print & New Media Sales Executive will be expected to prepare and deliver client presentations, meet established sales targets and conduct team workshops.

The successful candidate will also have a solid working knowledge in Macintosh computer applications, relationship building and have a proven track record of meeting or exceeding revenue targets, demonstrating the ability to close and generate new clients for BYP. The most important requirement is to always handle the client in a "Customer First" manner.

Key Responsibilities will include (but are not limited to):

- Monitor, evaluate and report of sales initiatives, objectives and growth
- Sell print product-web sites, Search Engine Optimization ("SEO") and Search Engine Marketing ("SEM") services to their assigned advertisers
- Conduct thorough research and advertisement analysis for all clients
- Provide training and development of sales executives and other staff on SEO, SEM, modern website CMS including Joomla-drupal and Yabsta
- Execute creative coaching and mentoring to Sales Team as required

Qualifications and Experience required:

- Associates Degree in a Business or IT related discipline
- A minimum of 3 years experience in selling Yellow Pages advertising
- A minimum of 1 year experience in New Media Training or a Training Certification
- Print and online Yellow Pages sales experience
- Google Adwords sales experience
- Web sales including SEO and SEM sales experience

The successful candidate must possess a flexible approach to working hours during the main sales campaign as some evenings and weekends will be required.

Interested persons should apply with a cover letter and detailed resume via email to keycareers@keytech.bm. All correspondence should be marked to the attention of the:-

*Human Resources Manager, Recruitment
Bermuda Yellow Pages Limited
Department of Human Resources
30 Victoria Street, Hamilton, HM 12*

Closing Date: September 24th, 2012

The KeyTech Group of Companies is committed to maintaining a substance free workplace. Applicants will be subject to pre-employment substance screening prior to receiving an offer of employment.

The KeyTech Group of Companies is an equal opportunity employer

