

Expertise

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Advertising Account Manager

On behalf of bmedia we are looking to employ an Advertising Account Manager whose primary purpose is selling and business development activities which includes:

- Increasing revenue through growth of existing and new accounts
- Enhancing online brand awareness of eMoo and The Royal Gazette Online
- Working with a healthy portfolio of local and international clients with a focus in on-line advertising and marketing
- Establishing and maintaining professional relationships with all business owners on island to assist them in their growth efforts, particularly in the field of advertising, marketing and promotion

Minimum Qualifications, Skills & Experience:

- 5 years proven track record of exceeding revenue targets in an outbound sales role
- At least 5 years in consultative and solution selling
- Experience reporting directly into Senior Management specifically on sales strategies
- Excellent prospecting and relationship building skills with great attention to detail
- A self-starter with proven record of exceeding targets in an outbound sales capacity
- Must be a mature, self-motivated sales professional – this is not a training position
- Proven aptitude to establish and build relationships with senior level decision makers
- Preference given to applicants with experience in advertising sales

This role will provide the opportunity to work with the island's best sales staff. Only those candidates meeting all of the requirements above will be considered. Compensation will be based on a combination of monthly salary and performance bonus.

Preference will be given to Bermudians or Spouses of Bermudians qualified and suitable for this position.

Interested? Please email bdajobs@expertise.bm.

All enquiries will be dealt with in strict confidence.

Closing date: June 6, 2014

