



The Royal Gazette

We are recruiting a **New Business Development Manager**. This position's primary responsibility will be the growth of print and digital advertising revenue among new accounts. The Royal Gazette has the largest and most valuable print and digital audiences in Bermuda. We're looking for a sales professional to monetize those audiences through sales to new advertisers. This is a high-visibility position that will offer the successful candidate a base salary, generous performance-based commissions, an excellent benefits package, and an opportunity for career advancement within the island's leading media company.

Minimum Qualifications, Skills and Experience:

- Proven track record of exceeding revenue targets;
- Excellent prospecting, appointment setting, pipeline management and presentation skills;
- Proven ability to identify the needs of a potential advertiser and to match those needs to our products;
- Demonstrated ability to sell the value of audience
- The ability to ask for the order, close the sale and follow through on processing the order;
- Valid Bermuda driver's license, access to reliable transportation and current insurance;

Preference will be given to Bermudians or the spouses of Bermudians who are qualified and suitable for the position.

If you have the ability to generate new revenue and believe your compensation should reflect that ability, we invite you to send your cover letter and resume via email to hr@royalgazette.com. All enquiries will be held in strict confidence.

Closing date: July 15, 2014