



# Sales Representative

BP Media has an opening for an energetic, self-starter to sell print and digital advertising solutions to local businesses.

## ***Areas of responsibilities include, but are not limited to:***

- Selling print and digital advertising solutions. These products include, but not limited to print display advertising, supplements, glossy magazines, digital advertising and directory advertising.
- Presenting to and servicing clients via face-to face meeting, electronically and by telephone.
- Assisting in the creation of body copy for ads and presentations.
- Contract negotiations and maintenance.
- Maintaining a constant level of sales activity.

## ***Job Requirements:***

- Minimum of 3 years sales experience, preferred in the newspaper or online industry
- Strong customer service background
- Computer and organizational skills required
- Excellent phone presentation with emphasis on internal and external customer relations
- Engage support staff to produce presentations and reports
- Maintain a constant level of sales activity
- Ability to identify and resolve problems in a timely manner
- Ability to gather and analyze information skillfully and develop alternative solutions
- Must be able to work well in a team as well as independently
- Marketing, Sales and/or Communications background would be an asset
- Must have valid driver's license and own transportation

To apply please send your resume to: [hr@royalgazette.com](mailto:hr@royalgazette.com) or to  
Bermuda Press (Holdings) Ltd. P.O. Box HM 1025 Hamilton HMDX

All enquiries will be dealt with in strict confidence

Closing date: November 2, 2015