

Expertise

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Sales Director

Our client, The Royal Gazette Ltd., is looking to fill the challenging and rewarding role of Sales Director. Reporting to the CEO, the Sales Director will be responsible for all print and digital ad sales and placement, along with managing a dynamic sales team.

Duties & Responsibilities:

- Cultivate key contacts within industry, government, and advertising affiliates to grow advertising revenues in print and digital products
- Manage relationships with customers to ensure their marketing and advertising needs are being identified and that the Royal Gazette products meet these needs
- Direct and lead staff in the design and deployment of marketing tools used to promote advertising in The Royal Gazette and its sister companies

Minimum Qualifications, Skills & Experience:

- At least ten year's experience in a role of a similar nature
- Track record of success in sales and as a sales executive, ideally in newspaper advertising and digital products. Demonstrated ability to anticipate trends and adapt accordingly
- Experience and knowledge in social media marketing, advertising agency relationships and political/advocacy advertising
- Excellent management and supervisory skills, including the ability to develop and execute solid budgets, to attract and motivate staff and to foster teamwork and cooperation among staff and between departments
- Excellent presentation skills; must have working knowledge of programs such as Microsoft Office and CRM tools
- Resourceful and creative self-starter
- Excellent written and verbal communication skills

Interested? Please email jobs@expertise.bm.

All enquiries will be dealt with in strict confidence.

Closing date: December 4, 2015