



the bermuda press [holdings] limited

The Bermuda Press (holdings) Limited, 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 BPHL 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 years' 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

Please submit your resume to: hr@bphl.bm or to:

The Bermuda Press (holdings) Limited

ATTN: HR Department

2 Par-La-Ville Road

Hamilton, HM08

Bermuda

Tel: 295-5881

Closing Date: October 6, 2016