



**the bermuda press
[holdings] limited**

Bermuda Press (Holdings) Limited is looking to fill the challenging and rewarding role of Sales Director. Reporting to the CEO, the successful applicant will be responsible for all sales efforts and initiatives for Office Solutions and the print subsidiaries of Bermuda Press (Holdings) Limited ('BPHL'). The Sales Director manages the sales teams and works closely with the senior management teams to ensure the successfully monetisation of our product offerings.

Duties & Responsibilities:

- Cultivate key contacts within industry, government and advertising affiliates to grow revenues in all product categories.
- Ensure that the sales team is managing relationships with customers and understanding customers' needs.
- Ensure excellent customer service and communication with customers.
- Support the sales team when negotiating contracts with larger customers.
- Sell products directly to customers.
- Manage the revenue and sales team budgets and ensure that staff sales targets and performance- based compensation are aligned with established goals and objectives.
- Identify gaps in product offerings and work with the senior management team to develop new products to meet customer needs.
- Grow Office Solutions revenue through the sales of document and print management solutions.
- Be a visionary leader for staff and clients with a focus on revenue growth through the identification and introduction of new products and services while maximising existing customer relationships
- Manage the relationships with third- party vendors that we represent in Bermuda.
- Lead the sales team to meet or exceed budgeted revenue targets.
- Direct and lead staff in the design and deployment of marketing tools used to promote product offerings.
- Work with the CEO to seek strategic partnerships that benefit the print division and Office Solutions, as well as other companies owned by BPHL.
- As required, work closely with finance staff and customers to ensure timely billing, collection and the accurate payment of sales commissions.
- Manage the sales teams to achieve the strategic objectives of the company.

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 including experience in document and print management
- Demonstrated ability to anticipate trends and adapt accordingly
- Excellent management and leadership skills, including the ability to develop and execute solid budgets, to attract and motivate staff and to foster teamwork and co-operation 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: July 5, 2017