



Island Employment Partners Ltd.

- Human Resources
- Secondments
- Recruitment
- Immigration
- Payroll
- Advisory

For more information, or
to confidentially apply,
please contact:

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Closing Date:
November 21, 2022

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www.iep.bm

Our client
Bermuda Yellow Pages

invites suitable applicants to apply for the position of:



Senior Print & New Media Sales Training Executive

Key Responsibilities will include:

- Monitoring, evaluation and reporting of sales initiatives, objectives and growth
- Preparing and delivering client presentations, selling print product, web sites, Search Engine Optimization (SEO), and Search Engine Marketing (SEM) services to their assigned advertisers
- Conducting thorough research and advertisement analysis for all clients
- Providing training and development of sales executives and other staff on SEO, SEM, modern website CMS including Joomla, Drupal, Yabsta
- Executing creative coaching and mentoring to Sales Team as required

Qualifications & Experience:

- Associates Degree in Business or IT related discipline with a minimum of 3 years' experience in selling Yellow Pages advertising and a minimum of 1 year experience in New Media Training (or equivalent Training Certification)
- OR 5 years' experience in selling Yellow Pages advertising and a minimum of 1 year experience in New Media Training (or equivalent Training Certification)
- Experience in Print & Online Yellow Pages Sales and Social Media
- Strong working knowledge of Google Adwords, Web Sales plus SEO/SEM coupled with a solid working knowledge in Macintosh computer applications
- A flexible approach to working hours during the main sales campaign as evenings and weekends will be required.
- A self-starter with excellent customer service, communication and relationship management skills.