

At the KeyTech Group of Companies we believe the key to future growth is expansion and diversification through our subsidiaries. We have always been the principal investor in Bermuda's communications infrastructure... **Unlocking a world of connections!**



## Senior Print & New Media Sales Executive

The Bermuda Yellow Pages Limited ("BYP") provides the most accessible and comprehensive database of Bermuda businesses to both the Bermuda community and the world at large. BYP is a member of the KeyTech Group of Companies.

BYP is seeking a self-starter with excellent customer service, communication and relationship management skills for the position of **Senior Print & New Media Sales Executive**.

The Senior Print & New Media Sales Executive will be expected to prepare and deliver client presentations, meet established sales targets and conduct team workshops.

The successful candidate will also have a solid working knowledge in Macintosh computer applications, relationship building and have a proven track record of meeting revenue targets, demonstrating the ability to close and generate new clients for BYP. The most important requirement is to always handle the client in a "Customer First" manner.

### Key Responsibilities will include (but are not limited to):

- Research and advertisement analysis for all clients
- Sale of Yellow Pages and new media including 411 Enhanced Directory Assistance, SEO and SEM
- Monitor, evaluate and report of sales initiatives, objectives and growth
- Train and development of sales executives and other staff

### Qualifications and Experience required:

- Bachelor's Degree or College Diploma in a Business or IT related discipline
- A minimum of 3 years experience in selling advertising

- A minimum of 1 year experience in new media training or a training certification
- At least 2 years experience in all of the following:
  - Print and online Yellow Pages sales experience
  - 411 Enhanced Directory Assistance experience
  - Web sales including SEO and SEM sales experience

The successful candidate must possess a flexible approach to working hours during the main sales campaign as some evenings and weekends will be required.

Interested persons should apply with a cover letter and detailed resume via email to [keycareers@keytech.bm](mailto:keycareers@keytech.bm). All correspondence should be marked to the attention of the:

*Human Resources Manager, Recruitment  
Bermuda Yellow Pages Limited  
Department of Human Resources  
30 Victoria Street, Hamilton, HM 12*

**Closing Date: October 13<sup>th</sup>, 2011**

The KeyTech Group of Companies is committed to maintaining a substance free workplace. Applicants will be subject to pre-employment substance screening prior to receiving an offer of employment.

The KeyTech Group of Companies is an equal opportunity employer

