



Senior Sales Executive

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 highly motivated individual with exceptional communication and customer service skills for the position of **Senior Sales Executive**.

The Senior Sales Executive will be responsible for supporting the Sales Team Leader by championing the sale of all on-line and print publications.

The successful candidate will be expected to meet established sales targets, goals and quotas for both print and on-line sales by scheduled publication closing date.

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.

Other Responsibilities include (but not limited to):

- Identify and exploit new business opportunities within the market
- Conduct thorough research and advert analysis for all clients to ensure their needs are met
- Ensure all paperwork submitted is accurate and complete
- Collect all required artwork, graphic files, and other collateral material to complete the contract

- Train and development of sales executive and other staff in Website analytics and scoping and product management

Qualifications and Experience required:

- Minimum of five (5) years experience in selling "Directional Media" advertising for print/online and online web sites
- High school diploma

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. 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 13th, 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.