

HELP WANTED

ADVERTISING ACCOUNT EXECUTIVE

This candidate must be results-driven, possess a strong work ethic and outgoing personality.

Under the direction of the Director of Advertising Sales, the Account Executive will:

- Maximize advertising revenue generation by selling to print and digital focused advertising agencies and clients direct.
- Must be a sales "hunter" and aggressively manage New Business Development opportunities.
- This includes seeking out and developing strategic relationships with decision makers and working directly with clients and their ad agencies to develop custom media programs to suit their specific needs.
- Will work directly with clients on high volume face to face calls.
- Proactively communicates account and sales information to management through one on one meetings.
- Attend weekly sales meetings

Through use of its exceptional assets and brand strength, the sales consultant will prospect for new accounts to achieve local direct, digital, and non-traditional revenue streams.

The sales consultant will assist clients with advertising copy and coordinating the production and scheduling of advertising in collaboration with the production team.

Additional responsibility includes working with the business manager on problem accounts and collecting payment.

This position offers an existing book of business, uncapped commission and bonuses. The Jewish Exponent offers a competitive benefits package for all full-time employees that begin 60 days after employment. Book of business, commission and bonuses offered. Included is medical, dental, vision, prescription, vacation and 401K. Complete details of all plans are provided upon employment.

Required Qualifications:

2+ years sales experience, Skilled at initiating, managing and growing long-term and mutually profitable business relationships. Excellent written and oral skills, work in team environment.

Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.



Send resume to Sharon Schmuckler
Director of Sales
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