

ADVERTISING SALES CONSULTANT

The News-Enterprise has an immediate opening for an **Advertising Sales** position. This person will actively network with local business owners to discuss their needs to provide comprehensive and powerful print and digital advertising solutions.

If you are passionate about advertising and helping small and medium-sized businesses succeed, this is an ideal role for you. We provide our media sales representatives with ongoing sales and digital training, a rewarding work environment, and a comprehensive benefits package including **UNCAPPED** commission potential.

Essential Functions:

- Build and expand relationships with advertisers to maximize revenue opportunities.
- Must be self-motivated and willing to follow our deadline oriented sales process.
- Meet or exceed monthly and annual sales goals.
- Communicate effectively to provide exceptional customer service to internal and external customers.

Qualifications:

- Demonstrate record of success in a goal-oriented, highly accountable environment.
- Strong (Microsoft Office) computer and time management skills.
- Must have reliable transportation and a valid driver's license to make local sales calls.
- Ability to work effectively as part of a team.
- Knowledge of current online marketing trends.
- Ability to learn, develop and implement media programs.

Preference may be given to candidates who have the above experience plus the following:

- Strong knowledge of digital campaign programs:
 - Email marketing
 - SEO/SEM
 - Online contesting

Interested person should apply to:

Erin Hahn

THE NEWS-ENTERPRISE

ehahn@thenewsenterprise.com

EOE