

Arkansas Newspaper Connection

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ACCOUNT MANAGER

The *Baxter Bulletin* in Mountain Home is accepting applications for an Advertising Sales Representative. We are looking for a competitive, talented and hardworking individual to fill an entry level advertising, marketing sales position for our advertising department. The ideal candidate will be a self-starter with strong organizational and leadership abilities. Sales experience not necessary, but preferred.

Key Responsibilities:

- Provide exceptional customer service and build professional relationships with customers to help clients reach their goals.
- Consistently meet and exceed print and digital revenue targets.
- Develop and demonstrate knowledge of newspaper, digital, and event products/offerings.
- Prospect new business via internal leads, cold calling, and other prospecting techniques.
- Provide revenue forecasts and achieve critical sales related goals.

Key qualifications:

- Outstanding communication skills, verbal and written.
- Able to prioritize; work independently and in a team environment.
- Fun and outgoing personality with strong people skills.
- Highly motivated, performance driven, self-starter with a desire to succeed.
- Strong organization, time management, and follow-up skills. Creative skills are a plus.
- Desire to learn, improve sales skills, embrace new products and programs as we diversify our product portfolio.
- Must have reliable transportation.

Our work is fast paced and exciting. We are looking for a professional individual that is energetic and enthusiastic about developing new business. We want individuals who work hard and have fun in the process. The ideal candidate is not only a team player, but able to work independently. This individual will have

the ability to build long-lasting relationships, overcome objections and create effective multi-media advertising solutions that achieve results for our clients. Great interpersonal communication skills and a strong work ethic are essential.

The *Baxter Bulletin* is a part of Phillips Media Group, an independently owned newspaper, specialty publication and digital company with dedicated staff and important ties to the communities we serve.

Contact or email your resume to Sonny Elliott, General Manager at sonnye@baxterbulletin.com. (1)

PARTS NEEDED

The *Nashville News-Leader* is looking for an Astec LPQ 253 power supply for our plate burner. If you have one you'd like to sell, please call Pam at 870-845-0600 or email John Robert Schirmer at jrs@nashvilleleader.com. (6)

ACCOUNT MANAGER

Full-time position, based in Little Rock. We are looking for an energetic, highly motivated, goal-oriented candidate to join our sales team as an account manager. In this role, you'll help local businesses and national brands reach our readers through print and digital solutions. Root Publishing is a local, woman-owned publishing company producing two of the state's premier niche magazines: At Home in Arkansas and Weddings in Arkansas. Ideal candidates will be excited to work with businesses in the home and wedding industries and beyond; our clients also include restaurants, boutiques, resorts, spas, and more.

Responsibilities include:

- Maintain current advertising accounts

- Prospect new clients over the phone and in person
- Consult with clients on sales solutions best suited to their goals
- Develop proposals, presentations, and pitches
- Meet monthly sales goals
- Work with editorial team to create special advertising sections
- Coordinate with graphic designer on client art when necessary

Qualifications include:

- Proven sales experience (media sales not required)
- Strong verbal and written communication skills
- Bachelor's degree

Compensation: This position offers base pay plus commission. Benefits include insurance (health, life, dental, disability, and vision) as well as paid time off. To apply, please email your resume and cover letter to publisher **Kelly Fraiser** at kelly@athomearkansas.com. (6)

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Ads run free for members and students for six weeks. Deadline is Tuesday 10:00 a.m.

Numbers in parentheses indicate weeks the ad has run.

Email to info@arkansaspress.org.