

Arkansas Newspaper Connection

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150

YEARS

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ARKANSAS
PRESS
ASSOCIATION

WE ARE HIRING ACCOUNT EXECUTIVES

SEND YOUR RESUME
AND COVER LETTER

ASHLEY@ARKANSASPRESS.ORG

Position based in Little Rock

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. (2)

LET US KNOW



We want to know about your new hires, retirees and promotions!



Send your staffing changes to info@arkansaspress.org to be updated online and included in the *Arkansas Publisher Weekly*.

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.