

Arkansas Newspaper Connection

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PUBLISHER

Direct and manage the comprehensive day to day operational activity of our Joplin, Missouri newspaper operation to ensure achievement of revenue goals and maintenance of expense budget.

ESSENTIAL FUNCTIONS

Leadership:

- Provide guidance to team members to ensure company goals and objectives are met.
- Coach, manage and engage in advertising sales alongside team members to drive revenue in both print and online categories. Develop sustainable strategies to maintain current revenue streams and create new opportunities – including new products and events.
- Set the tone for the location, making sure all employees are challenged, understand expectations and receive necessary support. Maintain a culture of openness, positive communication and accountability across all departments.

Teamwork:

- Work closely with other department leaders in accounting, editorial and audience development. Communicate with business office and regional publisher in regard to revenue forecasting, variances and expense projections across the location.
- Collaborate with team leaders locally and in other locations to enhance and develop new revenue opportunities as well as expense controls that lead to a stronger presence in the market.

Community involvement:

- Represent the brand through engagement with civic groups, interacting with local business leaders and representing the location at community events.
- Participate on community boards to show commitment to the community and to strengthen long-term relationships that help build a robust brand.

Qualifications:

- Bachelor's degree or equivalent in a related field, plus 5+ years of related work experience.
- Proven history of successful leadership, sales ability, creativity, problem-solving, innovation and staff management.
- Strong written and oral communication skills.

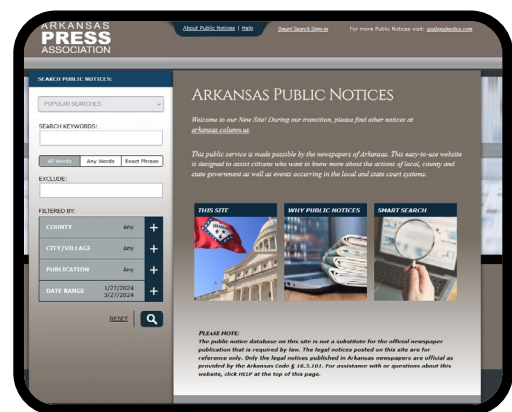
The perks: Excellent employee culture, competitive pay, 401(k) and room to make your mark at one of the historically powerful properties in the company. Comprehensive package also includes company-paid volunteer, vacation and sick time.

Send resume and cover letter to: bill.hanson@newsandtribune.com.

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