

# Arkansas Newspaper Connection

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## FOR SALE

Southwest Missouri weekly three-newspaper group. Home office at Sarcoxie, Missouri, in our 124th year of continual publication. All are established, legal publications, one at beautiful Carthage, county seat of Jasper County and another at Tony Carl Junction. Owners aging and wanting to retire. Contact owners at 417-440-0344 or e-mail [jascocitizen@gmail.com](mailto:jascocitizen@gmail.com). (6)

## SENIOR ADVERTISING ACCOUNT EXECUTIVE

AY Media Group, a multimedia company, seeks a dynamic Senior Advertising Account Executive to sell print advertising and digital content across our platforms. As an account executive, you identify potential clients by making cold calls, sending emails, and following up on inquiries. You'll work daily in helping businesses grow with print and digital solutions. You will inherit a current client list of customers and prospects for new ones, and you are responsible for developing and maintaining relationships with them.

The ideal candidate must have a competitive personality with the desire to win. Candidates must be able to meet goals, demonstrate consultative sales skills, develop multi-media proposals and make presentations to potential clients.

Must have previous sales experience, good time management, great enthusiasm, and work well with others.

To apply, or for more information, submit your resume to [hbaker@aymag.com](mailto:hbaker@aymag.com). (6)

**LET US  
KNOW**



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

Send your staffing changes to  
[info@arkansaspress.org](mailto:info@arkansaspress.org)  
to be updated online and included  
in the *Arkansas Publisher Weekly*.

## 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](mailto:bill.hanson@newsandtribune.com). (5)

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

Numbers in parentheses indicate weeks the ad has run.

Email to [info@arkansaspress.org](mailto:info@arkansaspress.org).