

Arkansas Newspaper Connection

Volume 21, No. 42 October 21, 2026 • arkansaspress.org

GENERAL MANAGER

The Joplin Globe is seeking a results-driven, hands-on General Manager to oversee business operations, lead advertising sales and drive revenue growth across our print and digital platforms.

Working closely with the Publisher, the General Manager will manage day-to-day business operations, lead and develop the advertising sales team, personally manage key advertiser relationships and pursue new business opportunities. This role requires a strong business mindset, proven sales leadership and a commitment to building lasting customer relationships and delivering results.

The Joplin Globe offers integrated marketing solutions combining print, website advertising, targeted digital campaigns, email, social media, search, streaming and other audience-targeting opportunities.

What You'll Do

- Oversee day-to-day business operations, monitor performance and support revenue growth and profitability.
- Lead, coach and hold multimedia marketing consultants accountable for sales goals, prospecting, pipeline development and closing business.
- Personally manage, retain and grow major local and regional advertiser accounts while developing new business.
- Build integrated print and digital marketing solutions that meet client needs and expand advertising revenue.
- Identify new revenue opportunities through special sections, sponsorships, directories and other advertising products.
- Monitor business performance, budgets and expenses while working with the Publisher to execute business objectives.
- Build relationships throughout the business community and represent *The Joplin Globe* in the regional marketplace.

What We're Looking For

- Proven success in advertising, multimedia sales, digital marketing, B2B sales or a related field.
- Experience leading sales teams and personally developing significant customer accounts.
- Strong prospecting, presentation, negotiation and closing skills.
- Business acumen, organizational skills and the ability to manage operations while driving revenue.
- Familiarity with digital advertising, including display, email, social media, search, streaming or targeted campaigns.

The Right Fit

We're looking for a leader who can manage the business, develop the sales team and personally drive meaningful revenue growth. The ideal candidate is comfortable coaching employees, meeting with major advertisers, negotiating significant accounts and identifying new opportunities.

To apply, please submit a cover letter and résumé to jumholtz@joplinglobe.com.

Ads run free for members and students for six weeks.

Deadline is Tuesday 10 a.m.

Email to info@arkansaspress.org.

MANAGING EDITOR

Arkansas Today is seeking up to two experienced Managing Editors to help launch our new statewide newsroom. From day one, the Managing Editor will be expected to be a key player in determining all facets of the newsroom, including but not limited to staffing decisions, newsroom workflows, editorial partnerships and so forth.

Primary responsibilities:

- Work closely with the Editor-in-Chief to set the vision for our new newsroom.
- Develop and manage editorial budgets that support newsroom operations and expansion, with a special focus on identifying and developing beats focused on historically undercovered geographic regions and subject matter areas across Arkansas.
- Lead editorial meetings, setting the direction for coverage and ensuring alignment with *Arkansas Today's* mission.
- Supervise a team of reporters, working to scope investigations, develop reporting plans and set realistic timelines, while ensuring communication and alignment across newsroom locations.
- Edit and second-read daily, explanatory, and engagement-driven coverage, ranging from quick-turn accountability stories to multipart investigations.
- Coordinate editorial strategies with platform managers and advocate for a diverse range of views within our reporting.
- Collaborate with the Audience Team to develop newsletters, resources, guides, data projects and other innovations to ensure production and alignment with editorial goals and standards.
- Build community input into our reporting from the start, using reader tips, listening sessions, and source networks in undercovered regions to identify stories and encourage engagement.
- Champion public service and solutions journalism.
- Develop and maintain strong relationships with partner newsrooms across the state.

Qualified candidates should bring:

- At least 2 years of newsroom management experience
- Strong communication skills, both written and verbal
- Ability to manage multiple projects at once while meeting all deadlines
- Working knowledge of WordPress and an understanding of how analytics and distribution shape what readers engage with
- Excellent organizational and leadership skills, with strong attention to detail.

What you will get:

- Highly competitive benefits package, including medical insurance and options for vision and dental insurance.
 - 29 days paid time off.
 - Up to 12 weeks of parental family leave, with return-to-work flexibility.
 - Simple IRA with 3 percent company matching. Group-term life insurance provided to employees (\$15,000 policy).
 - Support for professional training and attending industry conferences.
- Apply at: <https://forms.monday.com/forms/2e3df65c53d35daeeb03dcc2e0e11523?r=use1>.

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ASSOCIATION**

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REPORTER

The *El Dorado News-Times* is seeking a full-time reporter to develop story ideas from assignments or leads, gather and verify information, and write clear, accurate news and feature stories using a computer. Responsibilities may include monitoring communications systems for leads, taking photographs or videos, rewriting or editing stories, and performing other assigned duties. Consistent attendance is essential.

Must possess knowledge of journalistic techniques and procedures, computer operations, college-level grammar, spelling, and math, as well as freedom of information and libel laws. Essential skills include interviewing, observing, organizing work elements, and effective written and oral communication. The role requires the ability to perform essential tasks under deadline-driven, stressful situations; identify and develop story ideas independently; interact well with news sources, the public, co-workers, and supervisors; and work outdoors in all types of terrain and weather, including driving at night to attend meetings and events.

A degree in journalism from an accredited college, or active pursuit of such a degree, is preferred; alternatively, five years of experience, preferably at a daily newspaper, may substitute for a college degree.

Benefits package features paid vacation, holidays, sick leave, personal days, and parental leave to support a healthy work-life balance. Health, dental, vision, and additional insurance coverage, as well as long-term disability insurance and retirement plans are offered. Employees also have access to the Employee Assistance Program and behavioral health support, which offer confidential resources for personal and professional challenges.

Email resume to bwilliams@eldoradonews.com.

SPORTS ENTERPRISE REPORTER

The *Arkansas Democrat-Gazette* is seeking a reporter whose stories hit harder than an All-American linebacker. The paper wants a reporter to deliver powerful enterprise and investigative journalism on the Southeastern Conference and the University of Arkansas. The *Democrat-Gazette* wants stories that grab attention and rattle institutions across the most powerful collegiate sports conference in the country.

If you are smart, driven, have clips to show you can do the kind of work they are seeking and you have the curiosity and fighting spirit that are at the heart of great reporting, they want to hear from you.

Send a cover letter with three samples of your best enterprise work to *Arkansas Democrat-Gazette* Executive Editor Lee Wolverton at lwolverton@adgnewsroom.com. The subject line should read: Sports Enterprise Reporter. Work samples should include links and pdfs or Word files showing full text.

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