

Do you like to build relationships in the community?
Are you interested in starting a career in sales?
Are you willing to be trained and learn from an expert?
Our team is looking for a:

Print Publication Account Executive

- We are the publisher of a successful, award-winning luxury publication serving the Northwest Suburbs since 2005. Our readers are passionate about the informational, social, and branding value that we bring to their communities, businesses, philanthropic work, and much more. The publication's content is fresh and innovative, and the print production values are consistently first class. Six-figure income potential for the successful job candidate.

In this position you will be out in the community and beyond seeking new advertisers and maintain current ones. Reporting directly to the owner (publisher). Imagine this:

- Being actively involved in the community, events, networking, etc.
- Reaching out to prospects daily
- Responding to media request
- Building relationships with advertisers
- Leadership looks for ways to say "YES" instead of "NO".
- Be part of a small, but fast-growing company that truly cares about you and your success.
- Get the highly responsive support you need (marketing, proposal, pre-sales, excellent customer service, fast response time...)

This position is ideal for you if:

- Looking to start in sales and are willing to learn.
- You are passionate about the solutions you sell.
- You will work endlessly to help your customers succeed.
- You drive yourself harder than any sales manager ever would or could.
- You manage your time better than any other and ALWAYS exceed prospecting requirements.

What does weekly success look like?

- 25 weekly outbound sales calls minimum—approximately 15 prospective calls and 10 penetration calls. These call to result in 6 appointments per week.
- Weekly forecast and pipeline meetings with your Manager, records maintained in ACT.
- Email recaps sent to prospects and clients within 24 hours of meetings and any actionable phone calls.
- Hand-written thank-you/follow-up notes to all new relationships at all levels of customers and channels.
- Increase and sustain territory of existing customers.
- Close new business every month.

The rewards:

- Incremental percentage pay on existing business that you maintain as long as you are providing excellent customer service and producing new business.
- Incentivized payout on all new business.
- NO company politics to steal your hard-earned accounts.
- No micromanagement or BS reporting.
- Sell a product you can be proud of and help your clients grow as your career soars.

Ready to get started? Send your resume and cover letter to: Lisa@QBarrington.com.