
Job Description

Livability Media is seeking a self-motivated, goal-driven individual for part time work in a year-round position of Account Executive in Great Falls, MT. Ideal for someone looking for a part-time job to supplement their household income.

The Livability Media program is an ongoing print and digital campaign to objectively tell the story of this community for the purpose of attracting talented individuals and companies to contribute to its economic vitality. The program leverages the authenticity and reach of Livability.com to interest targeted audiences in new places to visit or relocate.

Livability.com is a national quality of life, relocation, and talent attraction website that reaches more than 11 million visitors annually. It is the go to resource for anyone looking to visit, relocate, start a career, retire, or raise a family.

The account executive's primary role is to sell print and digital advertising to key stakeholders in the community to fund the Livability campaign and to place their businesses in front of a highly desirable external audience.

In addition to sales, the right candidate will represent Livability in affiliation with Great Falls Montana Development authority, attend local networking events and promote the Livability Media program as an important community initiative.

This person will assist in developing and managing an established prospect list, build relationships and offer customer service to clients on an ongoing basis. Must have reliable transportation, a valid driver license, and a personal laptop computer.

Compensation: 15% Commission based on revenue produced with unlimited earning potential in a two to three month period.

Qualifications:

- 3-5 years sales experience is ideal.
- Very strong prospecting and organizational skills, data entry and documentation follow up. Well-networked in the marketplace is a plus.
- Ability to connect with high-level decision makers via e-mail, social media, telephone and in person. Solid organizational, written and verbal communication skills.
- Ability to learn and use sales management software and participate in regular meetings via teleconference or virtual meeting technology.

Essential Duties:

- Create new business opportunities through personal selling activities and networking to business professionals and stakeholders in the community.
- Manage relationships throughout the entire sales cycle from initial contact to completion of contract and keep excellent database records.
- Consistently win new business and achieve personal revenue goals as assigned.

For consideration please submit your resume and a cover letter with relevant experience to Jordan Moore.

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Livability Media is a full-service media and content marketing company.

We tell the stories of cities, regions and states with outstanding content and compelling design — across all media. Best of all, we leverage the power of Livability.com to help attract talent,

investment and tourism.

Livability Media is a division of Journal Communications Inc., founded in 1988 by an investor group that included Pulitzer Prize winner Alex Haley, author of *Roots*, and Pulitzer Prize-winning photographer Robin Hood.

To learn more check out these links!

LivabilityMedia.com | Livability.com/mt/great-falls | JnlCom.com

Job Types: Part-time, Temporary, Commission