Outside Retail Account Executive

The Herald, owned by the McClatchy Company, is growing and evolving to emerge among the strongest and most successful news and information companies in the changing 21st century media landscape. In order to reach our goals we are looking for the right individual to become an Outside Retail Account Executive in our Advertising Department for the Lake Wylie Pilot publication.

Candidate would be responsible for developing partnerships with advertisers through consultative selling in order to maintain and grow revenue in both print and online ad sales, build customer base and ad count. Actively prospecting, closing, and maintaining new business is key.

The position needs a self motivated individual, who is driven to succeed, goal oriented and maintains strong time management skills. The candidate for this position will have excellent communication skills with customers due to the high level of contact with the Lake Wylie Pilot customers and work well under pressure. Total compensation package includes Base Salary, Commission, Major Medical, Vision, Life, Dental Insurance and Flex Spending Account.

Requirements
4 year college degree preferred, 3-5 years outside sales experience, Media Sales a plus. Strong overall sales skills required including prospecting, cold calling, presentation building and closing a must.

Outside Retail Account Executive

Description The Herald, owned by the McClatchy Company, is growing and evolving to emerge among the strongest and most successful news and information companies in the changing 21st century media landscape. In order to reach our goals we are looking for the right individual to become an Outside Retail Account Executive in our Advertising Department for Fort Mill Times publication.

Candidate would be responsible for developing partnerships with advertisers through consultative selling in order to maintain and grow revenue in both print and online ad sales, build customer base and ad count. Actively prospecting, closing, and maintaining new business is key.

The position needs a self motivated individual, who is driven to succeed, goal oriented and maintains strong time management skills. The candidate for this position will have excellent communication skills with customers due to the high level of contact with The Fort Mill Times customers and work well under pressure. Total compensation package includes Base Salary, Commission, Major Medical, Vision, Life, Dental Insurance and Flex Spending Account.
Requirements
4 year college degree preferred, 3-5 years outside sales experience, Media Sales a plus. Strong overall sales skills required including prospecting, cold calling, presentation building and closing a must.

Mary Pettus
Advertising Director
The Herald Media Group
Direct: 803-326-4322
Cell: 803-417-5233