

KENOSHA NEWS

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Outside Advertising Consultant

The *Kenosha News* (kenoshanews.com) is a multi-media news and sales organization. We currently are seeking an Outside Advertising Consultant

As an Advertising Consultant, you will be expected to develop new business and maintain an existing account base of clients by selling a variety of advertising products and services. Some of our advertising products include ads in the print, online and mobile editions of the newspaper, magazines, inserts, direct mail and email marketing.

This role is critical to supporting the overall revenue objectives at our organization.

Our Account Consultants use a consultative sales approach to identify the marketing and advertising needs of their clients, to make effective recommendations. At the close of sale, this position requires you to complete detailed paperwork to fulfill orders that include placement of ads, the creative message and reports to communicate campaign performance.

Qualifications:

Ideal candidates will have 2 plus years of advertising sales experience. Most importantly, the candidate will have a demonstrated track record of achievement and be able to work in a fast paced and deadline-oriented environment. Candidates must have excellent oral, written and interpersonal communication skills including basic computer skills for Microsoft office suite. These sales positions require you to have reliable transportation, a valid driver's license and a clean driving record.

Compensation:

Salary + Commission
Full Benefits Package
Vacation/Holiday Pay

**If you or someone you know might be interested, please email a cover letter and resume to:
Michelle Sandberg
msandberg@kenoshanews.com**

Equal Opportunity Employer