

DIRECTORY/ONLINE ADVERTISING SALES EXECUTIVE

IF YOU ARE LOOKING FOR A CAREER IN AN OUTSIDE SALES POSITION, THEN YOU NEED TO CONSIDER PINNACLE PUBLISHING. WE ARE SEEKING HIGHLY MOTIVATED, SALES DRIVEN PROFESSIONALS TO SELL YELLOW PAGE AND ONLINE ADVERTISING.

WE OFFER A COMMISSION BASED PAY STRUCTURE, WITH TWO WEEKS OF PAID SALES TRAINING. AVERAGE ANNUAL EARNINGS OF \$55K – \$75K. AGGRESSIVE INDIVIDUALS HAVE THE ABILITY TO EARN A SIX FIGURE INCOME.

POSITION RESPONSIBILITIES:

- EDUCATE CUSTOMERS ON THE VALUE & BENEFITS OF PRINT AND ONLINE ADVERTISING
- FACE-TO-FACE CONTACT WITH CUSTOMERS
- UP-SELL AND MAINTAIN CURRENT ADVERTISING PROGRAMS WITH RENEWING CUSTOMERS
- PROSPECT NEW ACCOUNTS WITH SOME COLD CALLING
- SUBMIT COMPLETE AND ACCURATE ACCOUNT INFORMATION/PAPERWORK
- MEET OR EXCEED REVENUE & SALES GOALS
- MAINTAIN OPEN COMMUNICATION WITH SALES MANAGER
- GENERAL SALES REPORTING

JOB REQUIREMENTS:

- EXPERIENCE WITH COMMISSION-BASED, B2B SALES EXPERIENCE PREFERRED
- ABILITY TO TRAVEL OVERNIGHT, WITH SOME OUT OF STATE TRAVEL REQUIRED
- VALID DRIVER'S LICENSE, INSURANCE AND A SAFE DRIVING RECORD
- RELIABLE TRANSPORTATION NECESSARY

BENEFITS:

- VACATION & PAID HOLIDAYS
- DAILY PER DIEM
- WEEKEND PER DIEM; WHERE APPLICABLE
- CELL PHONE REIMBURSEMENT
- MOTEL TRADE
- TRAVEL REIMBURSEMENT FOR SELECT MARKETS
- FAX MACHINE FOR HOME OFFICE USE
- MEDICAL
- DENTAL
- SHORT & LONG TERM DISABILITY
- LIFE INSURANCE
- 401K
- AFLAC
- HEALTH SAVINGS ACCOUNT
- FLEXIBLE SPENDING ACCOUNT

QUALIFIED CANDIDATES SHOULD:

- HAVE PREVIOUS B2B SALES EXPERIENCE PREFERRED
- HAVE PROBLEM SOLVING AND NEGOTIATION SKILLS
- HAVE THE ABILITY TO WORK INDEPENDENTLY
- HAVE EXCELLENT VERBAL AND WRITTEN COMMUNICATION SKILLS
- POSSESS A POSITIVE ATTITUDE
- HAVE COMPUTER SKILLS AND A GOOD UNDERSTANDING OF THE INTERNET