

**CARROLL COUNTY BUSINESS & EMPLOYMENT RESOURCE CENTER
JOB ORDER FORM**

224 N. Center Street, Westminster, MD 21157

****Employers: BERC can only provide services for positions that are regular W-2 positions**

JOB TITLE: Advertising Sales Representative Carroll - Baltimore - Harford -

EMPLOYER'S NAME: Vericast / Clipper Magazine

EMPLOYER'S PRODUCT/SERVICE: Advertising

ADDRESS: 3708 Hempland Rd, Mountville, Pennsylvania 17554

PHONE: (443) 834-4343 **FAX:**

CONTACT PERSON: John Bell

TITLE: Area Manager

EMAIL: john.bell@clippermagazine.com

WEBSITE: <https://jobs.smartrecruiters.com/Vericast/743999805769771-advertising-sales-representative>

JOB DESCRIPTION: As an Advertising Sales Representative, you will prospect new business in the field and maintain existing account in the restaurant, home improvement, family fun, high-end retail, and health & beauty categories. You will sell our multiple print & digital solutions to local, small to medium-sized business owners within your territory. Although the Clipper Magazine publication will be your primary area of responsibility, you will have the ability to sell our entire suite of products, including the SAVE wrap, postcards, Total Loyalty Solutions, and more.

What You'll Do

New Business Development, In-field Cold Calling

Evaluate Prospective Client Needs, Establish Solutions, Build Long-lasting Relationships

Manage Entire Sales Process Including Payment Collection

Daily Salesforce CRM Reporting

Follow-up and Customer Service to Existing Clients

We're looking for someone with outside sales experience, preferably in advertising. We have a great training program that outlines our products, systems and strategies. This is an exciting opportunity for someone who is financially motivated and looking to take control of their future success. This position is also a great way to experience ownership of a publication, without having to take on the financial responsibilities that come with operating your own business.

JOB REQUIREMENTS: B2B Sales Experience (Media Sales preferred)

Excellent Customer Service

High Energy, In-Market Prospector

Consultative Solutions Seller

Technology Skills

OTHER JOB REQUIREMENTS: Driver's License, , , , , , , , , , Background Check

WAGES PER HOUR: Salary

NUMBER OF OPENINGS: 2

PERMANENT OR TEMPORARY EMPLOYMENT: PERMANENT

FULL TIME OR PART TIME: FULL TIME

OVERTIME: NO

BENEFITS: YES

Health, 401K,

DAYS OF WORK:

MONDAY 9-5 TUESDAY 9-5 WEDNESDAY 9-5 THURSDAY 9-5 FRIDAY 9-5

SHIFT:

HOW TO APPLY: Call or go to website

WILLING TO TRAIN: YES

EXPERIENCE REQUIRED: YES

EXPERIENCE IN MONTHS:

MINIMUM AGE: 21

CLOSING DATE: 06/18/2022