Multimedia Account Executive – Ashland, Wisconsin

Job Summary
Sell multimedia products and services to an established client base and develop new business. Conduct customer needs analysis and create presentations and proposals to provide clients with customized solutions. Utilize traditional methods and social media to prospect for new business. The Multimedia Advertising Account Executive sells advertising space for publication in print, vast array of digital products, as well as Print and Deliver Products for Adams Publishing Group. Adams Publishing Group is committed to providing superior quality customer service to businesses and individuals.

Job Functions
The successful candidate must be a flexible, self-starter, attentive to details, diplomatic, able to provide and give direction, as well as able to multi-task. This position will work with different personality types and across a number of publications. Candidates for this position should have strong interpersonal skills and client orientation and exhibit an ability to work effectively with internal and external contacts as a team member as well as a team leader.

Essential Functions
- Perform job duties and conduct self in accordance with company core values.
- Initiate and nurture effective, professional relationships with internal and external contacts.
- Support and achieve individual, and company goals
- Organized
- Acquire, retain, and up-sell new and existing client base
- Make collection calls
- Attends departmental meetings and company meetings as scheduled
- Maintain daily sales call log submitted to Advertising Manager daily
- Corresponding through email, telephone, and meeting with clients
- Expected to utilize various Social Networking tools for company business
• Learn and sell online products as they are introduced to the company

**Minimum Requirements**
The successful candidate will have a minimum of 2 years of sales experience in the print and multi-media industry. Reliable transportation required. Must maintain a current valid drivers license and current proof of vehicle liability insurance.

**Technology Skills**
Proficiency in Microsoft Office, Word, Excel, PowerPoint, and Outlook is required.

**Education**
Bachelor’s degree or equivalent work experience preferred.

Interested candidates should forward their resume and cover letter to James Moran jmoran@ashlanddailypress.net

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

**Compensation**
A rewarding compensation plan includes a base, commission and incentives. We also offer a guarantee for a period of time while you train.

**Benefits**
The fringe benefits include medical (split between employer and employee), dental and vision options (employee paid). There are three company-sponsored benefits, including short-term disability, long-term disability and a term life insurance policy. The company pays for these six major holidays (Thanksgiving, Christmas, New Year’s, Memorial Day, Independence Day and Labor Day). In addition, employees accrue 3.33 hours of paid leave per pay period in the first year of employment (80 hours) and increasing to 5.0 hours per pay period (120 hours) after their one-year anniversary of employment. The company has the
option of making a discretionary match to the 401K retirement plan after year’s end.