

SEEKING CONTRACT MULTIMEDIA SALES REP

Who We Are:

TMC Publications CO. is a media company that works to highlight issues, solve real, meaningful problems, and repair existing social systems. We work with our readers and advertisers to create a more just and responsible society that hears, helps, and heals the customers and communities we serve. We are preparing to expand and are looking for a talented and motivated individual for a full and part-time Contract Multimedia Sales Representative to help build this new community growth.

TMC Publications is the parent company of the Longfellow Nokomis Messenger, a 38-year-old monthly newspaper with a circulation of 21,000 in the Longfellow and Nokomis areas of Minneapolis, and the Midway Como Frogtown Monitor, a 45-year-old monthly newspaper with a circulation of 25,000 in St. Paul's Midway, Como, Merriam Park, and Frogtown neighborhoods.

Your Role:

As the Contract Multimedia Sales Representative, you will secure new and existing advertising sale contracts, maintain and manage billing information for advertising print and online renewals, manage accounts receivable and bill payments, create advertising campaigns, draft advertising copy in consultation with the advertiser, and other sales related responsibilities.

The ideal candidate has:

- A strong belief in the value of local newspapers to build and foster community awareness of issues that affect daily lives.
- Experience in newspaper sales with interest/experience in digital sales.
- Detail oriented, customer relationship, verbal and written presentation, and effective communications skills.
- Ability to consult and propose solutions to ensure advertiser needs are met.
- Ability to connect with Twin Cities leaders, organizations, and business communities.
- Capability to create accurate advertising orders, submit client contracts, and complete sales reporting in a timely manner.
- Competitiveness and a self-starter who takes ownership and initiative.

Six-Month Expectations

- Demonstrates understanding of TMC Publications' advertising features, rates, and packages and can accurately communicate to advertiser clients.
- Develops partnership with advertiser clients, review schedules, budgets, contracts, and new opportunities.
- Builds connections with community leaders, organizations, and businesses for new leads and advertising opportunities.

Twelve-Month Expectations

- Extend knowledge and expertise to TMC Publications' team.
- Develop and implement sale strategies and metrics to assist with financial analysis, community demographics, and TMC Publications' platform effectiveness.

- Evaluate statistics to analyze and interpret sale success with relevant recommendations to stay current and effective with industry trends.
- Grow networking opportunities with community leaders, organizations, and businesses.
- Set vision and strategy to evaluate TMC Publications' strengths and shortcomings with the community to ensure our mission and goals are being met.

Skills and Experience:

- Customer Relationship Management Software
- Office Suite Software

Benefits and Perks:

- Work from home
- Five days of vacation for year one, plus one week when office is closed in August. Increases to ten days in year three.
- Six major holidays (New Year's, Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas).
- TMC Publications will support and encourage personal development of experience and expertise in this position.

Compensation:

- Hourly wage for first three months based on experience, then switched to performance-based commission.
- Annual 12-month bonus based on your collected revenue.

[The Contract Multimedia Sales Representative agrees to not compete with (including soliciting or entering into agreement with) any publication that is in direct competition with the Midway Como Monitor or Longfellow Nokomis Messenger. A competitor publication is defined as any printed newspaper or advertising supported promotional piece home delivered to any portion of the Monitor or Messenger delivery areas. This would include, but not be limited to, the Highland Villager, St. Anthony Park Bugle, St. Paul Pioneer Press, Minneapolis Tribune, and Southside Pride. This non-compete agreement is in effect for 12 months following new hire.]

Please send cover letter and resume to: Tesha@longfellownokomismessenger.com.

Entry-level applicants welcome.