

QUINTESSENTIAL BARRINGTON®

Are you looking for a way to grow your income?
Do you enjoy building relationships in the community?
Are you self-motivated and disciplined?
Our team is looking for a dedicated and successful sales professional!

Advertising Sales Account Executive

We are the publisher of a successful, award-winning luxury publication serving the Northwest Suburbs since 2005. Our readers are passionate about the informational, social, and branding value that we bring to their communities, businesses, philanthropic work, and much more. We attract loyal, long-term clients and are looking for more to join our family of advertisers.

In this position you will be out in the community seeking new advertisers. Reporting directly to the owner (publisher). Imagine:

- Being actively involved and respected in the community.
- Reaching out to prospects daily and offering customized marketing solutions for their business.
- Get timely, responsive support you need (marketing, proposal, pre-sales, excellent customer service) from management.

Qualifications and Training:

- Excellence in communication skills
- Sales experience of 3-5 years or more a plus
- Willingness to learn a system that works.

What does weekly success look like?

- 25 weekly outbound sales calls minimum—approximately 15 prospective calls and 10 account management calls to result in 6 appointments per week.
- Weekly forecast and pipeline meetings with your Manager, records maintained in ACT.
- Email recaps sent to prospects and clients within 24 hours of meetings and any actionable phone calls.
- Increase and sustain territory of existing customers.
- Close new business every month.

The rewards:

- Incentivized payout on all new business.
- Sell a product you can be proud of and help your clients grow as your career soars.
- Six-figure income potential for the successful job candidate.

Ready to get started? Send your resume and cover letter to: Lisa@QBarrington.com.