



SALES LEADER

FULL TIME EMPLOYEE

James River Media is now hiring a Sales Leader to work with management to oversee and support our team of sales associates, create plans and sales strategies to help the department reach its goals and ensure we are serving our clients well.

The candidate will have media sales experience and help find and implement a digital media platform that we can add to our portfolio of advertising and marketing products for clients. The candidate will not only work with our established clients and partners but will also develop new relationships and serve client accounts.

This is a full-time position which offers medical, dental and retirement benefits. Compensation will be a combination of salary, commission and bonuses and will be competitive in the marketplace.

The ideal candidate will have a vision for the future and be an integral part of a growing locally owned and operated media company, which currently includes in its portfolio WLNI Radio and *HOME* magazine.

Responsibilities Include:

- Develop effective sales strategies and action plans to reach budget goals
- Responsible for finding and implementing a white paper digital media platform that we can add to our portfolio of productions to further help our clients reach their goals.
- Educate and train our sales staff on our digital platform
- Responsible for the performance, development and recruiting of Sales Representatives
- Foster a competitive yet collaborative team environment
- Provide feedback and work with management on new ideas for reaching new business and serving current clients
- Lead regular meetings with sales team and provide one-on-one coaching
- Develop and maintain your own clients and relationships

Qualifications:

- 3+ years of sales experience (knowledge of digital media sales preferred)
- Strong organizational and time management skills
- Excellent Leadership and Training Skills
- Strong personal accountability and goal-orientation
- Excellent communication skills
- Proficient in Microsoft Office
- Ability to learn new computer software

Benefits:

- Medical, Vision, Dental, Retirement, PTO



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