

Providence Business News is the region's award-winning, trusted source of business news. We reach an audience of high-level business leaders and decision makers through print and digital platforms and monthly events.

We are looking for an experienced, result-driven, client-focused account executive to join our well-established team of professionals; specifically, someone who loves sales and building relationships, has a proven track record of exceeding goals, account management and new business development experience and who can build and maintain strategic partnerships. **Media sales experience preferred.**

In this role you will:

- Be responsible for an industry-segmented, exclusive list of established accounts
- Manage existing relationships, acting as a partner with your clients to identify new opportunities with across all platforms and offer solutions
- Generate new prospects; develop and close new clients within your business lines
- Ensure customer satisfaction by facilitating all aspects of the customer's account in cooperation with creative, operations, marketing and finance staff.
- Attend and network at all PBN events and other events in the business community
- Be part of a tenured staff, working as a team to achieve departmental goals

Do you have the following essential criteria?

- B2B sales experience; media sales a plus
- Understanding of print and digital marketing concepts and event sponsorships
- Ability to close new business and exceed sales targets
- Strong organizational / time management skills with experience managing multiple priorities
- Self-motivation and the initiative and drive to succeed
- Ability to work independently as well as collaboratively in a team environment
- Proficient in Microsoft Office programs including Outlook, Excel, PowerPoint, and Word
- Strong verbal and written communication skills with the ability to build and deliver effective presentations
- A valid driver's license and reliable transportation

We are committed to giving you: a professional, enjoyable and collaborative work environment; base salary along with residual, uncapped monthly commissions; performance-based monthly bonuses; ongoing sales and management support; employer subsidized medical, dental and vision coverage, vacation & holiday time off, 401K plan, mileage and expense reimbursement, and subsidized parking.

To apply, please submit cover letter, resume and income requirements to:

Annemarie Brisson

Brisson@PBN.com