

Salesperson for Nonprofit Community Newspaper

Are you passionate about making a difference in your community? Do you have a knack for sales and a commitment to supporting local journalism? If so, we want you to join our team at The Local News!

Position: Salesperson

Location: Ipswich, Mass.

About Us:

The Local News is dedicated to serving our community by providing accurate, unbiased news coverage and fostering civic engagement. As a nonprofit organization, our mission is to inform, educate, and empower our readers while promoting the values of integrity and transparency in journalism.

Responsibilities:

- Identify and cultivate relationships with local businesses and organizations for advertising opportunities.
- Develop and implement sales strategies to meet revenue goals and support the sustainability of our newspaper.
- Collaborate with editorial and marketing teams to create compelling advertising packages that align with our mission and values.
- Maintain accurate records of sales activities and contribute to ongoing sales reports and analysis.

Requirements:

- Previous experience in sales, preferably in media or advertising.
- Excellent communication and negotiation skills.
- Conscientious and detail-oriented with a strong commitment to ethical business practices.
- Ability to work independently and as part of a collaborative team.
- Passion for community journalism and a deep understanding of our mission as a nonprofit newspaper.

Why Join Us:

- Make a meaningful impact: Your work directly supports the mission and sustainability of our nonprofit newspaper.
- Collaborative environment: Join a dedicated team of professionals who are passionate about serving our community.
- Growth opportunities: We believe in investing in our employees and offer opportunities for professional development and advancement.

How to Apply:

Interested candidates should email a resume and cover letter to jm@thelocalnews.news outlining their relevant experience and why they are passionate about joining our team.

At The Local News, we are committed to diversity, equity, and inclusion. We encourage individuals from all backgrounds to apply.

Join us in shaping the future of community journalism and making a difference in the lives of our readers!

Job Type: Full-time

Pay: Commission based. No cap.

Benefits:

Flexible schedule

Paid time off

Work from home, on the road, in the office.