

Advertising Sales Representative

We are currently seeking a dynamic individual to develop new advertising business, while maintaining long-term relationships with our current clients. The ideal candidate will be highly energetic, have strong interpersonal skills and accustomed to cold calling to generate new sales leads. This is an entry-level position at approximately 30-40 hours per week. 10% commission on all advertising contracts.

Essential Functions:

- Generate ad space sales primarily through cold calling
- Explain to potential customers how advertising with us will help promote their products/services
- Generate subscription sales
- Maintain assigned account base while developing new accounts
- Inform customers of available options for ad space, size and artwork
- Provide clients and potential customers with estimates of costs of advertising
- Process all related paperwork
- Maintain communication with supervisors and other departments regarding advertising sales accounts and subscription customers
- Follow up with customers and subscription holders

Other Job Duties:

- Prepare promotional items such as media kits for mail outs
- Research and gather information on promoting products
- Assist other sales staff, marketing department staff if needed
- Other related duties as assigned

Skill requirements:

- Experience in sales and/or customer service, telemarketing
- The ability to communicate information and ideas.
- Have a friendly phone voice or "phone Smile"
- The capability to give full attention to what other people are saying, understand the points being made and forming the appropriate questions or response.
- The ability to manage ones own time and coordinate with others.
- The ability to communicate effectively in writing letters.
- Have a good working knowledge of common computer software such as Word, Excel and Adobe.
- Computer proficiency and Internet technology for research and email skills are a must.

If you are looking for a satisfying career as an Advertising Sales Representative and want to be rewarded for your hard work please download our application at www.ntiglobal.com. Also include previous employer phone numbers and professional references. Please fax your cover letter, resume, and application - Attn: Human

Resource Department 518.843.0828 or forward all requested information by email to info@ntiglobal.com.

Compensation:

- \$250.00 a week
- 10% Commission on all advertising contracts