



JOB POSTING: ADVERTISING SALES EXECUTIVE – CUSTOM PUBLICATIONS

Company Profile

Nei-Turner Media Group publishes high quality, regional tourism guides and lifestyle magazines for niche audiences, with offices in Lake Geneva and Madison. Nei-Turner publishes many of the major visitors guides in the state, including the *Greater Madison Visitors Guide*, the *Minocqua Area Visitors Guide* and the *Lake Geneva Official Visitors Magazine*. The company also publishes a suite of magazines that were launched or acquired, including *The Celebration Society*, *Wisconsin Meetings*, *At The Lake* magazine, *Experience Wisconsin*, *Experience Michigan*, *Lakeshore Living* and *BRAVA Magazine*.

Nei-Turner manages web sites for each magazine brand and also produces several consumer events, including the Madison Women's Expo, Madison Well Expo, Madison Kids Expo, Milwaukee Kids Expo and the THRIVE series of career and active living events (for the Madison area).

Job Summary

Nei-Turner Media Group has an immediate opening for a top performing **Advertising Sales Executive** to join our team in Lake Geneva or Madison, Wisconsin. This position will sell print and digital advertising for a Wisconsin association magazine; several regional visitors guides; and *Arizona Meetings & Events*, a magazine for meeting planners in Arizona.

We are only seeking individuals who have experience selling over the phone and in person, and have a strong track record for closing new business. This is a position for people who do not give up easily and understand the hard work it takes to achieve the sales goals they are working towards. The perfect candidate is a self-starter, computer savvy, and a well-disciplined individual who wishes to over-deliver and contribute to the future growth and development of our publishing brands.

This position will report to a sales manager and can be based in Lake Geneva or Madison. Travel to Arizona will be required twice per year.

Qualifications:

- Exceptional sales and relationship building skills
- Advertising sales (online, digital, print, radio, TV, newspaper, social media) experience preferred
- Experience selling to senior level decision makers and agencies
- Strong time management and organizational skills

Nei-Turner Media Group strives to support and inspire all its employees, challenging them to achieve their best work and to meet and surpass their own personal goals. If you have a passion for sales and would like to work in a fun, fast-paced, and exciting atmosphere, please consider joining our team. We are always seeking talented, motivated team members willing to go the extra mile.

Please submit your resume to Barb Krause at bak@ntmediagroup.com.