

Interested in selling advertising for the premier lifestyle publication in the 805 area serving more than 190,000 readers? We are looking for dynamic sales people to service the Santa Barbara market.

Now in its 6th year of publication, *805 Living* is a high-end regional lifestyle magazine that combines the best of both worlds: the quality and style of a national publication with locally focused, relevant editorial that highlights the vibrant communities of western Los Angeles, Ventura, and Santa Barbara counties.

Here's what we are looking for:

### **RESPONSIBILITIES**

- Sell print advertising for *805 Living* and *805 Weddings* magazines.
- Develop solid relationships with client and agencies.
- Service existing accounts and work with management to break target accounts.
- Meet with clients, make face-to-face presentations.
- Conduct cold calling, generate leads, and provide weekly call report to publisher.
- Analyze account situations to determine needs and provide client support in a proactive fashion.
- Communicate rate, product information and provide advertiser follow-up.
- Act as a liaison to quickly resolve any advertiser service matters that may arise.
- Maintain customer database.
- Ensure that insertion orders and ads are submitted on time.

### **REQUIREMENTS**

- Bachelor's Degree
- Previous advertising sales or sales experience is required (prior formal sales training a plus).
- Strong selling and closing skills.
- Our ideal candidate is an energetic self-starter with excellent time management and organizational skills.
- Candidate must be online savvy, personable, analytical, highly motivated, team oriented, level headed and above all, ethical.
- Must have strong verbal and written communications skills.  
Candidate must be proficient with MS Word, PowerPoint, and Excel.
- Must possess a valid California drivers license and own liability insurance.
- Must possess own computer and high-speed internet access.
- Basic knowledge of production and printing.

Please send your resume and cover letter to [Carla@3digitmedia.com](mailto:Carla@3digitmedia.com) No phone calls please.