



Account Manager

Job Description

Reporting to the Sales Manager, the Account Manager is responsible for the sales of content marketing products and strategies to national consumer brands, commodity boards, government associations and their agencies.

You'll enjoy working with a well-established company and selling a variety of online, print, video and social media products, with a fun and energetic team in a fast-paced, collaborative work environment that values work/life balance. You'll receive personalized hands-on training, frequent interaction with top consumer brands and agencies, and the opportunity to position yourself for increased responsibility, career growth and uncapped earnings.

Our competitive compensation includes salary plus commission, performance incentives and a comprehensive benefits package including:

- Medical, dental and life insurance
- 401K with company match
- Generous PTO and holiday allowance
- Casual dress
- Flexible work environment
- Social and team-building activities
- Training and networking opportunities

Responsibilities

- Drive new business development and territory growth.
- Maintain positive relationships with existing and new clients.
- Utilize proven phone, email and personal outreach tactics to accomplish sales objectives.
- Deliver effective sales presentations in person and via webinars.
- Research, identify and contact new prospects in target markets.
- Develop and execute a conversion plan to turn key prospects into customers.
- Document outreach activity and manage sales projections in a state-of-the-art CRM system.
- Develop a territory sales strategy using strategic input and creative problem-solving skills.

Position Qualifications

- Demonstrated success as a sales professional.
- 3 years sales experience (advertising or related media field preferred).
- Personable, goal-oriented, industrious, outgoing, team-oriented attitude.
- Excellent verbal and written communication, sales prospecting and relationship-building skills.
- Strong web and computer experience required. Experience working with a CRM system preferred.
- Ability to work independently with excellent time management and follow-up skills.

- Bachelor's Degree in Marketing, Communications, Advertising, PR, Business or related field, or equivalent sales/work experience.
- Travel up to 25%, typically 10 – 15%.

About Family Features:

Established in 1974, Family Features is a leading producer and distributor of sponsored food and lifestyle editorial content. We work with the nation's top food, home, and lifestyle brands to create timely and informative print, digital, social and video content. Over 10,000 editors at newspapers, magazines, and websites around the country use our content in their publications and sites annually.

Interested candidates please visit www.familyfeatures.com before sending cover letter and resume to **Family Features Editorial Syndicate, 5825 Dearborn Street, Mission, KS 66202. Attention: Jason Carter** or email jcarter@familyfeatures.com. Please note that only those candidates selected for an interview will be contacted. No phone calls please.