

Coming off of great success in 2009, the Philadelphia Business Journal Circulation Team is looking for its newest member, someone who can help us continue to grow our subscriber base as a Circulation Sales Executive.

Reporting to the Director of Circulation, the Circulation Sales Executive is responsible for prospecting and developing leads through a combination of cold calling and networking, as well as closing sales to help the subscriber base grow.

We are seeking someone who will not only be organized, creative, high-energy and tenacious, but also have a proven track record of achieving and exceeding their goals. We are looking for someone who is willing to work hard, but also reap the benefits of their success.

The ideal candidate will:

- have earned their Bachelor's Degree in Business, Communication, or a related field, and/or comparable work experience
- have a proven track record of success in sales
- be energized by meeting new people and growing their professional network
- have excellent oral and written communication skills
- have strong presentation skills
- be able to manage their time to maximize their productivity, with activities including selling, prospecting, and administrative work
- be able to work and communicate proactively and effectively with the team

Excellent compensation package:

- Base salary plus commission (targeted to total out at approximately \$40,000/year)
- Paid vacation
- Matched 401(k)
- Health, dental, vision

Please send cover letter, resume and salary requirements via USPS or email (preferable) to:

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The Philadelphia Business Journal has been the leader in the Greater Philadelphia Area for reporting on business news for over 27 years.

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