



Advertising & Marketing Account Executive

Successful and growing leader in the field of Guide Book & Directory Publishing is seeking an additional Account Executive to sell & market direct mail and online advertising.

Guide Book Publishing, founded in 1991, is an industry leader in publications serving the communications needs of non-profit organizations. GBP is a dynamic growth orientated company. Our customer base is national. The position will be headquartered in your local metro area with approximately a fourth of the time requiring travel.

Ideal candidate will have the following characteristics:

- ⇒ Outside Sales Experience - Preferably at least three to five years of successful sales experience
- ⇒ Communication Skills - Ability to work the telephone to transfer leads into appointments and then into sales
- ⇒ Proactive – High energy level and can work independently within a team concept
- ⇒ Organized – Well organized to keep track of multiple clients at different stages in the sales process
- ⇒ Self-Starter – Ability to seek out new leads for clients with the self-confidence to overcome objections
- ⇒ Professional, honest and ethical

Compensation Program:

- ⇒ Base Salary (or Draw) and Lucrative Commission program
- ⇒ Bonus Program
- ⇒ Health & Life Insurance
- ⇒ 401K program with company match
- ⇒ Travel Expenses

Job Duties (include but not limited to):

- ⇒ Locate and contact potential clients to offer advertising services
- ⇒ Prepare and deliver sales presentations to new and existing clients
- ⇒ Process all correspondence and paperwork related to accounts

First Year Potential: \$50,000 plus

For more information on Guide Book Publishing visit our web site at: www.guidebookpublishing.com

Send Resume to:

Email: sales@guidebookpublishing.com
Mail: Guide Book Publishing
322 Sovereign Court
St. Louis, MO 63011
Fax: 636-391-3172

Equal Opportunity Employer

**WHERE
DIRECT-MAIL
SUCCEEDS.**