

January 2, 2019

NEW JERSEY MONTHLY

Business Development Manager

New Jersey Monthly is seeking a Business Development Manager who will be play an important role in our brand's strategic initiative to build new business in 2019 and beyond. The position requires the ability to create new partnerships for *New Jersey Monthly* and to build relationships with a new base of clients. Since this is a new position, role also requires collaboration with members of the current sales team. Experience and record of success in media sales across multiple platforms, including print, digital and mobile, are critical to achieving success.

Responsibilities include but are not limited to:

- Evaluate the statewide market for new business and develop a prospect list of potential new advertisers.
- Develop and execute a sales strategy in consultation with the Advertising Director.
- Combine *New Jersey Monthly's* print, digital, mobile and network capabilities to build compelling and strategic multi-platform campaigns for advertising partners.
- Do all of the above making best use of the company's CRM and marketing resources and capabilities. Required to be exceptionally comfortable with Microsoft Word, Excel, and PowerPoint. Experience with the HubSpot sales platform is a big advantage.

To be considered, candidates must possess:

- 5+ years of experience selling advertising, preferably including significant experience in all print and digital platforms.
- Outstanding presentation skills utilizing any and all presentation techniques and platforms.
- Proven ability to prospect new clients, generate leads and close sales, creating new business for *New Jersey Monthly*.

- Manage multiple clients and prospects simultaneously and work collaboratively within the company sales environment and with the editorial, production, and financial departments.
- Ability to work in our Morristown headquarters and to travel frequently and consistently throughout the state of New Jersey.

Please apply by sending cover letter, resume and salary requirement to:
BizDev@njmonthly.com.

For the past 40-plus year *New Jersey Monthly* has been the indispensable authority on life in the Garden State. At *New Jersey Monthly*, we pride ourselves on lively writing, eye-catching design and striking photography. Each month, more than half a million New Jerseyans read *New Jersey Monthly*, visit our website, receive one of our digital newsletters or follow us on social media.