

Title: Sales Manager - *COMMERCE Magazine*

CIANJ is seeking a dynamic and self-driven professional who can lead efforts in selling advertising in our monthly Business to Business magazine, *COMMERCE* magazine. The ideal candidate should have a minimum of 1-5 years experience in sales with a focus on print and digital advertising. Flexible work hours and location available. Salary and benefits commensurate with experience. The specific responsibilities include but are not limited to the following:

- Secure advertising each month for *COMMERCE Magazine's* print and digital editions
- Secure banner ad sales for website and email blasts
- Network and build relationships with the Commerce and Industry Association of New Jersey (CIANJ) members and advertising prospects
- Attend CIANJ events to sell advertising and promote *COMMERCE Magazine*
- Work with advertising agencies to secure ad sales
- Develop new leads and new advertising markets
- Take lead in the collection of magazine accounts receivables
- Work with CIANJ staff to identify prospects for ads, membership and sponsorship sales
- Develop and implement a sales strategy that maximizes magazine revenues
- Other duties as assigned - related to the building *COMMERCE* magazine's and CIANJ's profiles

Please send resume to Kathy Agudo at kagudo@cianj.org