

Job title: Sales Associate

Location: Eau Claire, WI

Description:

The primary task of the sales associate will be to sell online advertisements on Intermarkets' Portfolio of sites. Additionally, the new hire will assist the Director of Sales and Sales Managers with all facets of the sales cycle.

Responsibilities:

- Identify and contact prospective advertisers primarily through phone and email
- Build and maintain close working relationships with clients and prospects
- Build and maintain relationships with existing clients
- Be capable of handling administrative tasks related to duties, including building proposals, submitting insertion orders, and invoicing advertisers
- Be accountable for the management of online ad campaigns from the sale to completion
- Work closely with the trafficking and accounting department to ensure that all fiscal administration is carried out effectively
- Assist Director of Sales and Sales Managers in all facets of the sales cycle
- Reports directly to Director of Sales

Requirements:

- College Graduate (Spring 2008 Graduates welcome to apply)
- 1+ year sales experience. Exceptions to qualified candidates
- Knowledge of online advertising a plus
- Be a professional, proficient, but comfortable presenter and communicator
- Willingness to learn and ability to handle many projects at one time
- High energy, positive, results orientated professional
- Be self-motivated and display initiative at all times
- Microsoft Office and Outlook knowledgeable
- Travel required as necessary

Compensation:

- Salary, commission, and bonuses
- Eligibility for company paid health, dental, life and disability insurance
- Eligibility for 401k and FSA plans
- Eligibility for fitness reimbursement
- Eligibility for education assistance reimbursement

Response:

Submit a cover letter, tailored to this position, along with your resume, compensation requirements (required) and a couple brief paragraphs telling us about yourself, such as where you're from and what you want to be in a few years. Write to us as real people, not an automated human resources scanner. Creativity is highly encouraged!

Send to:

Intermarkets, Inc.
Human Resources
Suite 318
344 Maple Ave. West
Vienna, VA 22180
Hr@intermarkets.net

About our company:

Intermarkets, Inc., with headquarters near Washington DC in Vienna, VA, is an independent advertising sales management firm for Web publishers. The company delivers nearly 3 billion ad impressions each month, reaching more than 2.5 million unique visitors everyday. On top of our high commitment to our employees, we also are committed to our communities. We donate a portion of profits to charities and participate in community events. Learn more at www.intermarkets.net. **Intermarkets is an equal opportunity employer.

About the online advertising industry:

Marketers spent over \$21 billion dollars on online advertising in 2008. That number is projected to grow 21% per year to over \$60 billion by 2011 and in doing so surpass radio and print advertising. Businesses and Wall Street agree that online advertising is a high growth industry. In just the past year, Microsoft has invested in Facebook, purchased Aquantive for \$6 billion, and is trying to purchase Yahoo for \$45 billion.

About Eau Claire, WI:

Eau Claire and its surrounding area is known as the Chippewa Valley. Once a booming lumber town where fortunes were made as logs were sold and set adrift along the beautiful Chippewa River, Eau Claire today is a thriving cosmopolitan city. The Chippewa Valley area is a perfect combination of urban and rural environments providing what people value most. Eau Claire has all the amenities of a large metropolitan area including a healthy and diverse economy, high quality medical care, excellent schools at all levels and plenty of choices for retail shopping and cultural and community activities. Eau Claire offers businesses ready access to large markets, all forms of transportation and a favorable tax climate. To its residents, Eau Claire offers all the comforts and conveniences you could ask for including a low crime environment, friendly people, low cost of living, active churches and community groups and four very distinct seasons with indoor and outdoor recreational activities promising year-round fun.

Parks - for jogging, biking, cross-country skiing, snowmobiling and fishing.

Theatre - be it state-of-the-art productions or first class stage presentations, Eau Claire prides itself on this exciting entertainment venue.

History - exciting family festivals and a long list of museums and preserved attractions draw people of all interests to Eau Claire.

Shopping - whether your sites are set on quaint one of a kind boutiques, off the pathways Antique stores or state of the art Malls, you can shop till you drop for days in Eau Claire.

Medical - Eau Claire's high quality of life would not be complete without tribute to the exceptional Health Care available. Luther Hospital, part of the Mayo Health System, is a regional center for heart and neurosurgery as well as being verified as a Level II Trauma center. Oakleaf Surgical Hospital is Eau Claire's newest hospital with state of the art surgical capabilities.

Education - Eau Claire is home to two major universities including University of Wisconsin Eau Claire and Eau Claire College of Business. Additionally, the Chippewa Valley Technical College located in Eau Claire has been rated as one of the area's finest.