

GreenGale Publishing (formerly Niche Media) is the country's preeminent regional magazine group catering to the most affluent socially active residents and visitors to our markets through distinct publications including ASPEN PEAK, AUSTIN WAY, BOSTON COMMON, CAPITOL FILE, GOTHAM, HAMPTONS, LOS ANGELES CONFIDENTIAL, MICHIGAN AVENUE, OCEAN DRIVE, PHILADELPHIA STYLE, and VEGAS. GreenGale creates city-specific integrated platforms offering the best in fashion, food, culture, society, real estate and design.

THE JOB:

Michigan Avenue magazine, the must-read glossy magazine for the active Chicago area resident or visitor, is seeking driven ad sales professionals who possess a passion for the market and all things luxury to sell integrated advertising solutions to high-end advertisers in our city.

WHAT YOU'LL DO:

- Prospect, secure and manage local luxury lifestyle advertising partners with an emphasis on developing new business.
- Utilize strategic industry prospecting and creative selling techniques to drive new business into our magazine and website.
- Cultivate partnerships by deepening the reach and impact of the *Michigan Avenue* brand with advertisers in the marketplace.
- Manage and develop client relationships by providing exceptional client support and ensure high retention rates.
- Assist in the development of integrated programs which create new revenue streams for the magazine and website, or secure incremental sales from existing partners.
- Represent *Michigan Avenue* at company, partner and other functions and events.
- Other duties as assigned.

WHAT YOU'LL BRING TO THE TABLE:

- Bachelor's degree (B. A.) from four-year college or university; or three to five years related sales experience and/or training; or equivalent combination of education and experience.
- Motivation, passion, and a proactive approach – a desire and capability to live and breathe the *Michigan Avenue* brand.
- Tenacity and drive to generate record-breaking revenue for *Michigan Avenue*.
- Established sales success with relationships at the highest level and proven track record of breaking new business.
- Solid knowledge of the leading clients and agencies with proven experience in a variety of advertising categories.
- Ability to prospect and develop new business contacts while effectively managing and growing existing business.
- Excellent presentation skills, high attention to detail and strong organizational skills.
- Proven ability to effectively multi-task and work autonomously.
- Ability to work well under pressure and thrive in a dynamic deadline driven, rapidly changing environment.
- Ability to work independently and as part of a team.
- Strong computer skills with proficiency in MS Excel, MS Word, PowerPoint, and Gmail platform.

WHAT'S IN IT FOR YOU:

GreenGale Publishing offers an attractive total compensation package, including:

- A competitive base salary and commission plan with unlimited earning potential
- Robust health & wellness benefits
- Company-paid disability insurance
- 401(k) with company match
- Unusually generous PTO and holiday program
- Corporate discounts at select gyms/fitness facilities
- Telecommuting policy
- Open and collaborative office environment
- ...and much more!

HOW YOU GET IN FRONT OF US:

If you have the skills and the drive, send your resume, cover letter, and compensation requirements to jobs@greengale.com and indicate "Michigan Avenue Account Executive" in the subject field. We will contact you directly if we wish to pursue your candidacy. We look forward to hearing from you!