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Major Accounts Manager  
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## Local Sales/National Major Accounts Manager

### Position Summary

The Hastings Tribune is seeking a lead for national accounts, large local accounts and major category sales. This person must be a highly-visible and active client contact who is responsible for the ad plan development, client relationships, strategic media/marketing programs, and financial performance on all assigned accounts. A proven track record for growing revenue and managing people is a must.

### Essential Duties and Responsibilities

- Actively involved in coordinating projects and events.
- Proactively identifies revenue opportunities with both existing and new accounts.
- Quarterbacks new business development efforts and advises of the potential for new business opportunities.
- Works collaboratively with other departments in the organization to develop integrated marketing strategies and media solutions including innovative ideas that integrate Tribune media assets including digital, print, video, events and branded content.
- Works with team to resolve barriers to success.

### What you bring to the table:

- 5+ years' experience in consultative, B2B outside sales related activities.
- Aptitude or acumen for Digital Marketing.
- Bachelor's degree preferred, or equivalent practical experience.
- Passionate solution-seeker.
- Competitive nature and a winning team spirit.
- Problem solver who thrives on challenges and can simplify the complex.
- Excellent communication and presentation skills.
- Willingness to continuously learn, try new things and adapt to change.
- Proficient in MS Office Suite including Excel, Word, Power Point and Outlook.
- This role requires a valid driver license, reliable transportation, and the minimum liability insurance required by law.

This is an opportunity to join a passionate team within a fun & flexible workplace. We offer a competitive base salary with uncapped incentives, 45K+ earning potential. Our benefits, include comprehensive Health, Dental and Vision coverage, 401(K), Paid Time off and more.