

Account Executive – Outside Sales

AGI Publishing, Inc.'s products, Valley Yellow Pages and MyYP.com are among the top marketing resources consumers turn to everyday to make purchases.

AGI Publishing, Inc. is the leading independent directory publisher in Northern and Central California and the third largest independent publisher in the nation. Founded over 20 years ago to provide small and medium sized businesses with a choice of directory and Internet advertising and consumers with a better product, AGI Publishing, Inc. remains a privately held company with over 600 employees in 16 offices across California.

We are seeking highly motivated, dynamic, sales driven professionals who can establish new partnerships with clients by showing them the value of utilizing our print and online products to grow their businesses. Begin your sales career with AGI Publishing, Inc. today and earn compensation that is directly influenced by your strong sales performance; productive Account Executives that meet sales targets can earn between \$60k and \$90k per year. Additional sales incentive bonuses are also offered.

We offer competitive commission programs, an extensive two-week paid training program and a new hire base pay option.

Position Responsibilities:

- Prospect and secure new accounts using cold calling and email outreach
- Establish strong relationships with existing and potential customers
- Up-sell and maintain current advertising programs with renewing customers
- Develop creative and proven marketing plans for customers that deliver a solid return on investment and demonstrates the breadth of Valley Yellow Pages and MyYP.com services offering
- Identify and secure appointments with key business decision makers
- Provide consultative services by extending support and defining marketing strategies
- Meet or exceed revenue and sales goals
- Educate customers on the value and benefits of AGI Publishing, Inc.'s products
- Obtain extensive knowledge of Valley Yellow Pages' print directories and internet site – MyYP.com
- Attend local community events, trade shows and Chamber of Commerce events to network and obtain potential business leads
- Collaborate with colleagues across the organization
- Submit complete and accurate account information/contracts, copy and accompanying art work

Qualifications:

- Proven record maintaining and exceeding sales quota/revenue goals
- Ability to qualify and close cold call accounts
- Aggressive yet professional, results driven attitude
- Proficient in Microsoft Office (minimum-Excel, Word, PowerPoint and Outlook)
- Exceptional verbal and written communication skills

VALLEY YELLOW PAGES

- Outstanding problem solving and negotiation skills
- Positive attitude and ability to maintain long-term customer relationship

Preferences:

- College degree and/or 2 years of sales experience; B2B experience a plus
- Strong computer skills and solid understanding of the internet

Requirements:

- Valid CA driver's license, insurance, safe driving record and automobile
- Cell phone with texting capabilities
- Clean background and drug screen
- Maintain a professional demeanor and treat others with civility and respect
- Perform all other related duties as assigned
- Regular attendance and punctuality is required
- Approximately 5 hours per day standing. Occasional bending and reaching. Frequent lifting and carrying of weights up to 25 lbs. Frequent repetitive hand and foot movements. Job requires driving automotive vehicle.

Benefits:

- Top performer incentive trips and recognition programs
- Competitive compensation including commission program, incentives and bonuses
- Medical, dental, vision and life
- Automobile mileage and cell phone allowance
- Company matching 401(k) program
- Vacation and paid holidays
- Extensive two-week paid training
- Career advancement opportunities

For consideration, please forward your resume to:

Mayra Lucero, Employment Manager

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