

# Ad Sales Trainee

The Gonzales Inquirer is seeking a motivated individual to assist with advertising sales across our print, digital and social media platforms.

We are an award-winning weekly community newspaper in Gonzales County, where the fight for Texas Independence began. We are also one of the oldest continually published newspapers in the state with editions dating back to 1860. We publish daily online and have a weekly print newspaper as well as a variety of magazine and special promotional products.

While we are very proud of our newspaper's history, not to mention the history of our community - we ARE where the phrase, 'Come & Take It' originated - we are also proud of our future and want the right person to help us take our newspaper to the next level.

We are looking for the right person to train and develop as The Inquirer rolls out several new product lines. This position will start as in a part-time role (25 hours per week), with the opportunity to grow into a full-time position based on revenue growth. We offer a competitive performance-based compensation plan including base pay plus commissions.

## RESPONSIBILITIES

- Partner with businesses within our communities to help them with their advertising, marketing and branding needs
- Contact businesses via phone and email
- Provide excellent customer service
- Collaborate with fellow team members both in-person and virtually
- Process paperwork
- Accomplish project and monthly sales goals
- Build and nurture relationships with customers and potential customers

## QUALIFICATIONS

- Strong written, verbal, phone and written communication skills
- Reliable transportation
- Computer-literate
- Self-motivated, competitive attitude
- Experience with Microsoft Office software, in particular Outlook, Word and Excel
- Comfortable making phone calls to prospective customers
- Ability to thrive, multi-task and be flexible in a fast-paced, deadline-oriented environment

## NICE TO HAVE

- Business to business sales experience — a plus, but can train the right candidate
- Use of various social media platforms (Facebook, Twitter, Instagram, etc.)
- Knowledgeable of Gonzales County and its communities

The Gonzales Inquirer is part of Fenice Community Media, a progressive group of Texas community newspapers that prefers to promote from within. If you're ready for an exciting job where there's always something new happening, please apply!

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**The Gonzales Inquirer**  
SERVING GONZALES COUNTY SINCE 1853

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