



## **ParentMap is hiring an Advertising Sales + Partnership Account Manager in the South Sound!**

(Work from home hybrid, must live in South King/Pierce County)

*Are you a superstar partnership account executive?*

**ParentMap** is the Pacific Northwest's leading media company for parents and caregivers, providing highly relevant, well-researched and entertaining content to families through various integrated publishing channels, including our award-winning news magazine, website, annual lecture series and community events.

If you are good at building relationships, this may be the role for you. ParentMap is seeking to hire one creative, optimistic, organized and tenacious partnership account manager to cover the South Sound from Tukwila to Olympia and the Peninsula. If you have this magical combination of qualities, then you may be the perfect individual to join ParentMap's extraordinary team.

This position works from home during business hours with frequent virtual — and eventually in-person — client meetings, as well as monthly meetings on Mercer Island.

### **Qualifications**

**Apply now** if you are a highly motivated self-starter with a competitive spirit who takes pride in building relationships. You're an ideal fit if you have a successful sales account management history of growing relationships with your customers, a solid marketing background, a sparkling personality and are extremely organized.

Top candidates will have a proven track record of prospecting for new business, high conversion rates, and renewing existing accounts at a high percentage. The right candidate has the ability to establish rapport quickly, has a history of meeting with decision makers, can create strategic marketing plans for clients and close deals in a short sales cycle, and is skilled at using a CRM system.



The right candidate will be highly motivated to sell with a compensation structure of base salary plus commission and bonus, and demonstrate the ability to exceed established goals while generating high client satisfaction.

The candidate must demonstrate proficiency with Microsoft Word, Excel and PowerPoint; experience using Google Drive, Sheets, Docs and Slides preferred.

**Required skills and experience:**

- Three years of media sales experience
- Strategic prospecting
- Building and maintaining relationships
- Active listening, highly responsive and strong communication skills
- Extremely organized and motivated
- Creative and quick-thinking
- Energized by closing the deal

**Reports to:** Director of Sales & Community Partnerships

**FLSA status:** Exempt

**Job status:** Part-time, 30 hours per week

**Compensation:** The salary range for this 30 hour a week position is a total compensation range of \$50,000 - \$65,000 (with a base salary range of \$20,000 - \$30,000 plus sales bonus and uncapped commission) per year based on qualifications, skills and experience. ParentMap offers benefit plans including health, vision and dental. Employees will receive a vacation grant of two weeks after six months prorated according to hire date. Additional vacation time is granted according to years of employment. Employees will also receive 11 paid holidays over the course of the calendar year as well as Washington state-mandated time off for sick leave and personal obligations.



**Job location:** Work-from-home position, with **frequent in-person** client meetings and monthly required meetings on Mercer Island.

**To Apply:** Please submit a résumé and cover letter to [jess@parentmap.com](mailto:jess@parentmap.com), with South Sound Advertising Sales + Partnership Account Manager in the subject line.