

Are you a savvy individual interested in pursuing a career in sales? Here is your chance to learn from the best.

News America Marketing ([www.newsamerica.com](http://www.newsamerica.com)) is the nation's leading marketing services company with more than \$1 billion in annual revenue. We offer advertisers a broad portfolio of in-store, home-delivered and online media, providing them with the tools they need to break through the clutter of today's marketplace. Our powerful advertising and promotion programs, united under the SmartSource brand name, are relied upon by the country's largest consumer packaged goods manufacturers for an unparalleled consumer reach.

News America Marketing is a subsidiary of News Corporation ([www.newscorp.com](http://www.newscorp.com)), one of the world's largest vertically integrated media and entertainment companies and home to 20<sup>th</sup> Century Fox Films and the *New York Post* to name just a few divisions.

We are seeking candidates to join our Sales Development Program as Account Coordinators. In this role you will work on account teams selling marketing, advertising, and consumer promotion solutions to major consumer packaged goods clients, including many Fortune 500 companies. You'll also assist your manager with critical sales activities and projects.

Projects include:

- Acting as liaison between clients and internal departments
- Participating in sales calls
- Handling production materials
- Processing orders and contracts
- Coordinating client presentations
- Analyzing customer data

During the course of our intensive sales training program, you will learn how to manage client relationships by working closely with managers and mentors, while gaining a thorough understanding of our company, clients, and the industry as a whole. News America Marketing is committed to strong internal communication, employee development, and to maximizing our business.

Because of this real world sales and marketing training, Account Coordinators start at \$38k with a target bonus of \$2k, but are eligible for promotion after just 15 months to Account Associates. Here, your compensation package increases to \$42k plus a potential bonus of \$4k. At this level you are eligible for promotion in as little as 3 months to Account Director. Here your salary jumps to \$50k plus a \$12k target bonus with additional earning power based on new business commission. As you can see, our Sales Development Program is arranged to give you maximum learning and earning potential. Within 5 years of employment, earning 6 figures is totally within your reach.

We also offer an impressive benefits package consisting of Medical, Dental, Vision and Life Insurance, 401K, Tuition Reimbursement and of course, paid time off.

So if you have your sight set on a lucrative career with maximum growth potential then News America Marketing is the place for you.

In order to qualify you must have:

- Bachelor degree with a minimum 3.0 cumulative GPA (transcript is required for interviews)
- Excellent written and verbal skills
- Strong work ethic with initiative and follow-through
- Strong problem-solving and leadership skills
- Ability to prioritize
- Strong desire for a career in sales management

Interested candidates should forward their resume and cover letter to [resumeschicago@newsamerica.com](mailto:resumeschicago@newsamerica.com).