

**The Seattle Times Company**, the region's top marketplace for home buyers, sellers and renters, seeks an **Associate Outside Sales Representative** for its **Classified Real Estate Team!**

**What You'll Do:**

In this newly created role, your selling efforts will primarily be focused on Real Estate Agents. You will attend sales meetings with Outside Account Executives to establish relationships with assigned accounts, take ownership of the selling and customer service process to Real Estate Agents, improve customer satisfaction and ROI through knowledge of products and needs assessment, partner with the sales team to develop strategies that increase sales, attend client and marketing events, collect market/competitive intelligence, resolve credit adjustments and make-goods, update sales materials and create media kits, and other duties as necessary.

**What You'll Bring:**

- \* 1 year of experience working in an advertising or sales environment; newspaper or other media experience preferred
  - \* The ability to communicate effectively and to influence buying decisions both in-person and via telephone
  - \* A high level of organizational skills and customer service acumen
  - \* A flexible, self-starter with the ability to anticipate needs, identify improvement opportunities and follow-through accordingly
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- \* The ability to work effectively and collaborate within a team environment
  - \* Bachelors in Advertising, Marketing or Communications ideal

The Seattle Times Company is a family-owned and operated company, involved with the community we serve through quality journalism. We offer a challenging work environment, a competitive base salary and benefits package, and are a drug-free workplace. EOE. Learn more about our company at [www.seattletimescompany.com](http://www.seattletimescompany.com).

To apply, email your cover letter and resume as a single MS Word attachment (**must include "Associate Sales/07-286/UW" in subject line**) to [swebb@seattletimes.com](mailto:swebb@seattletimes.com).