

New Account Advertising Representative Outside Sales Job Description

Objective of this position is to create an account list through prospecting and to gain sales experience while having limited hours available through the semester to sell and service accounts. Income will be limited, but experience will be significant.

Work minimum of 10 hours per week. Schedule to be negotiated in advance of each semester.

Train one week (five working days) including shadowing experienced ad reps. Training will be compensated.

Effective New Account Rep will be considered first for available Retail Advertising positions.

Accounts prospected and sold by New Account Ad Rep transfers to the rep's permanent account list upon promotion.

Dress code will be enforced

Compensation plan:

- * hourly compensation (\$5.75) for training time. Upon completion of training, prospecting rep will be paid a weekly stipend of \$30, plus commission for the first four weeks, after which a straight commission structure will apply
- * 20% base on all ads sold and published
- * Reimbursement of 36 cents/mile for travel outside Arlington city limits, but within the DFW Metroplex, when two or more decision makers are contacted.