



Account Manager – Ornamental Group

Through a wide variety of magazines to digital, seminars, trade shows and custom print projects; **Meister Media Worldwide** is a leading Communication and Information Center for Worldwide, Specialized Agriculture. We are seeking an energetic, results-oriented Account Manager to join our Ornamental team.

RESPONSIBILITIES include but are not limited to:

- Selling our full range of offerings to a defined account base for the *Greenhouse Grower* and *Today's Garden Center* brands.
- Grow our digital, multi-media and event revenue by understanding industry trends and our offerings and educating customers and prospects on the value inherent in our products and capabilities.
- Actively prospecting for new business from a base of prospective accounts for *Greenhouse Grower* and *Today's Garden Center*
- Building productive relationships with decision makers at accounts.
- Working with the business team to develop new revenue-generating products/programs.
- Working with our partners at VerticalXchange to secure suppliers' participation in GreenhouseXchange.
- Leading the completion of Business Plan projects as directed by the Group Publisher.
- Working closely with key support departments – audience development, accounting, media services, and marketing – to accomplish objectives.
- Regular travel (1 – 2 trips per month), primarily within the United States.

QUALIFICATIONS:

- Sales experience, ideally print and digital media sales in B2B media.
- Ability to develop innovative revenue-generating ideas/projects and get them to market.
- Strong leadership and interpersonal skills.
- Excellent written, oral and electronic communications skills.
- Knowledge of how to develop client relationships.
- PC Proficiency – Microsoft Office and ACT!
- Willing and able to travel
- Ability to organize and prioritize work.
- Knowledge of horticulture/agriculture industry helpful.

Meister Media Worldwide offers a competitive compensation and benefits package including base salary, commission, bonus opportunity and 401(k) and Profit Sharing Plans.

Please submit resume and salary requirements via email to hr@meistermedia.com or by mail to:

Meister Media Worldwide
Attention HR - AM
37733 Euclid Avenue
Willoughby, Ohio 44094
www.MeisterMedia.com