Account Rep – Horticulture 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 Rep to work in our Winter Park, Florida office on our Horticulture team.

RESPONSIBILITIES include but are not limited to:

- Selling our full range of offerings to a defined account base for the *Florida Grower, American Fruit Grower and American Vegetable Grower*
- 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. *The Florida Citrus Show and The Florida Ag Expo*
- Actively prospecting for new business from a base of prospective accounts for all Horticulture Group media offerings.
- Building productive relationships with decision makers and associations throughout the territory.
- Working with the business team to develop new revenue-generating products/programs.
- 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, digital media and event 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 **careers@meistermedia.com** or by mail to:

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