

*Any Joe can fax an advertising rate sheet.
But we develop advertising campaigns tailored to a business' growth.*

ONYX Advertising is now opening Independent Account Executive (IAE) positions to attract regional businesses to advertise with our client, the Monroe Regional Airport.

ONYX is excited to now service the Ark-La-Miss and Ark-La-Tex regions. We are seeking to immediately fill limited available positions in the following markets: Monroe/West Monroe, Ruston/Grambling, Southeast Arkansas/El Dorado, Shreveport/Bossier and Northwest Mississippi/Vicksburg.

ONYX is seeking well-polished individuals (both in business acumen and in attitude) to manage and grow account lists of potential advertisers interested in potentially reaching 275,000 annual visitors that travel through the Airport.

This career opportunity is:

- Ideal for a Self-Starter who desires to promote new and established brands and businesses.
- Ideal for an Individual with the discipline of an entrepreneur who is laser-focused and knows how to manage the demands of meeting sales goals while balancing client needs.
- Ideal for a Sales Professional that is creative with developing ad campaigns that will reach today's savvy air traveler.

Whether it's a famous Mom & Pop restaurant, a casino, or an automotive dealership, an ideal IAE understands various, basic business make-ups in order to develop ad campaigns to meet the business owner's needs.

Also, the ideal candidate may have existing relationships with the local business community and is not afraid to conduct cold-calls to build new business relationships.

We are building a team of savvy, reputable individuals who bring organic work ethics, sharp ideas and are able to communicate and deliver to clients as promised. You must be able to present effective verbal and social skills.

Most importantly, you must be willing to protect the integrity of ONYX, the Airport, and your prospective account list as if this is your own company.

Earning potential is left up to you.

Opening: Independent Account Executive (Independent Contractor)

Responsibilities: B2B Outside Sales.

Hours: Full-time.

Travel Required: Yes, regional in Ark-La-Miss. Remote selling will be considered.

Requirements:

- Preferably, a 4-year degree in Advertising, Business Administration, Management, Marketing, Mass Communications, or Media/Public Relations with, preferably, at least 2 years of solid, B2B sales experience.
- Proof of demonstrated Sales experience will be considered in lieu of a college degree.
- Reliable transportation to conduct outside sales.
- Reliable mobile phone with a consistent number.
- Daily business attire.
- Ability to develop advertising campaigns for businesses.
- Computer Literate, including Microsoft Word, Excel, PowerPoint.
- Available to work 8:30am – 4:30pm, Monday to Friday and/or until the job is complete. Occasional evenings and weekends may be required.
- Have own tablet, phablet or laptop.

Compensation: Competitive commission that is above advertising sales average.

Benefits Package: Not available at this time.

What's In It For You?

- A career that puts you in front of area businesses that are the engine of the Ark-La-Miss and the Ark-La-Tex.
- Will attend and/or participate in area community and networking events.
- Opportunity to promote an established regional iconic brand.
- Above average earning potential, with growth.

Screening Process (not inclusive):

- Interview
- Background Check
- Driver's License
- Proof of Car Insurance

To Submit:

By email: Send your resume' (including cover letter along with three professional references) to: Openings@OnyxMediaWorks.com. **Attach your resumé/CV in the body of the email as a PDF – other formats are not accepted.** Subject line: "IAE" with the market you are seeking to work in.

By fax: Send to (318) 459-9585.

Deadline is Monday, February 1, 2016, 6pm CST.

About Company: **ONYX Advertising LLC**, a Louisiana-based company, is an advertising sales management entity. **ONYX** is the agency of record managing the advertising sales for the Monroe Regional Airport.

Equal Opportunity Company.