



**POSITION: MILITARY MARKET - PRINT & DIGITAL AD SALES –
INDEPENDENT CONTRACTOR**

Company:

U.S. Military Publishing, LLC (USMP) is a niche print and digital publisher in the military market. The company's print titles, Military Families Magazine (MF) and Reserve + National Guard Magazine (RNG), along with its associated digital properties reach more than 3 million members of the military community at more than 2,500 global locations each year.

Responsibilities:

The contract sales representative will report directly to the owner/publisher, and be primarily responsible for selling print ads, sponsored content (both print and digital), programmatic ad campaigns and other products USMP offers to advertisers and their readers. Specific responsibilities include, but are not limited to:

- Establish relationships with new advertising prospects.
- Sell multiple-tactic advertising campaigns.
- Record tasks associated with campaigns in USMP's project management tool.
- Report weekly to publisher.
- Use company CRM.
- Attend occasional team calls.
- Report KPI metrics to clients they sell.
- Collect ads and other materials as appropriate.

Requirements:

- Minimum 3 years of print, digital and sponsored content sales.
- Experience creating successful campaigns, from research stage to metrics reporting.
- Excellent verbal and written communication skills.
- Ability to work independently, meet deadlines and work in a fluid environment.
- Affiliation with military or veteran community preferred.

Status: Independent (1099) contractor.

Rate: Monthly 18% commission on all sales after clients have paid for campaigns.

Applicants are required to submit a cover letter and resume. Professional references will be requested once qualified applicants are identified. Send required documents to applications@usmilitarypublishing.com.