



## **Billboard Sales Manager for a dynamic growing company – build your own team – promote small businesses in Ohio & Indiana.**

Be a part of making small businesses visible! COMSTOR Outdoor is hiring a full-time Billboard Sales Manager who has strong business development skills and experience managing people and projects to lead our growing sales team.

### **The Company:**

For over 20 years, COMSTOR Outdoor has been making small businesses visible and currently has over 400 billboard locations throughout Ohio and Indiana. COMSTOR offers turnkey billboard advertising services, from design through final installation. As part of the Small Nation group of companies, we are committed to serving the advertising needs of small businesses and organizations in rural and suburban areas. See what we're all about here: <https://comstoroutdoor.com/>

### **The Position:**

The Billboard Sales Manager reports to the Vice President of Sales & Marketing and is largely responsible for managing day to day operations of the team of professionals who are procuring sites and selling outdoor advertising opportunities in our market. The Sales Manager role has a direct sales budget of \$1M annually and is responsible for establishing sales goals and actively managing in-house and remote sales reps to achieve annual budgets for sales, occupancy, and retention. The Billboard Sales Manager collaborates with the Sales Reps, Graphic Designer, Leasing Agent, and Billboard Installer and is responsible for overseeing the entire sales process from initial contact to close, as well as securing sites and overseeing installation.

Work schedule is Monday – Friday, 9 a.m. – 5 p.m. with less than 50% of time spent traveling.

Ideal candidate will have a minimum 5 years' experience in advertising or media sales with similar duties; with at least 2 years of management experience; be proficient in MS Word; and experience using HubSpot is a plus. A valid driver's license and personal vehicle are required for daily local/regional travel.

**The Benefits:**

- Salary is commensurate with experience
- Quarterly bonus based upon sales
- Mileage reimbursement
- Competitive benefits package
- 10 Days PTO
- Medical/Dental/401k

**The Location:**

Our office is located in the heart of a historical renovation district in downtown Bellefontaine – Ohio’s most loveable downtown. Why are we so loveable? Because we’re a community filled with dreamers, visionaries, and doers working to create big city feels in small town living.

- Bellefontaine is located on US33, approximately 1 hour from Columbus, Findlay, and Lima and 35 minutes from I-75
- Lots to do – shops, dining, music, festivals!
- Affordable living and no traffic
- Come visit us online at: <https://downtownbellefontaine.com/>

**Why Should You Apply?**

- Small organization - no layers of bureaucracy!
- Build your own team
- Motivated co-workers
- Lots of fun!

**Interested?**

Fill out an application and upload your resume here:

<https://smallnationstrong.com/contact/careers/>