

ADVERTISING / SPONSORSHIP SALES MANAGER – THE BOND BUYER

The Bond Buyer, the only daily news organization focused on the U.S. municipal bond market, is seeking an experienced, consultative sales executive to maintain and expand its advertising and conference-sponsorship businesses. The position will be responsible for is a multi-million-dollar portfolio of live events, print and digital advertising and custom products, that support the marketing efforts of all professionals who are active in the industry, from Wall Street bond underwriters to attorneys, financial advisors, and analysts.

The successful candidate will be a highly energetic and independently motivated individual who works and integrates well with marketing and other cross-functional partners.

Applicants must have at least five years of experience in capital-markets or media-industry sales, and must demonstrate:

- Experience managing complex sales processes involving multiple client stakeholders
- The ability to identify clients' marketing needs, recommend a customized, integrated package of advertising and other outreach that answers those needs, and close the business
- Excellent verbal and written presentation skills, including the ability to quantify the return on a client's investment
- The ability to handle multiple projects simultaneously and learn new areas quickly
- Understanding of the debt markets, and particularly municipal finance is strongly preferred

Interested candidates are asked to submit a resume to: michael.stanton@sourcemediacom.com.

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