

“People in this Chronicle extended family are warm and personable. We also provide an outstanding product to the community.”



Houston Chronicle Job Listings



PRINT COORDINATOR

Excellent opportunity available for a Print Coordinator to join our Commercial Printing team. In this role, you will bid commercial print jobs to outside vendors; schedule printer and submit order requests with detailed specifications on products; create a process structure for individual accounts, sales reps, & vendors; produce job cost documentation for Flash while reconciling against vendor invoicing; keep abreast of production schedules to assure final deadlines are met, and handle issues as they arise with sales, clients, & vendors in a quick & efficient manner. This position serves as a production coordinator between sales, marketing, and circulation (sheet fed, web, large format, silkscreen & digital) and mail vendors. Qualified candidates will have 3+ years experience in print, mail or prepress and proficiency with Microsoft Office. Knowledge of Noosh, A Print/Mail procurement & production web applications extremely helpful. The ability to multi-task is a must, along with excellent verbal & written communication skills. Attention to detail and superior organizational skills required. Some college preferred.

ADVERTISING ACCOUNT EXECUTIVE

Sales opportunity available for a multi-media advertising strategist who will uncover influencers and key decision makers in an effort to grow current advertisers and discover new ones. This position will act as a “hunter” covering the retail and regional accounts. You will sell print and online advertising on chron.com as well as other digital products such as SEM, eMail and affiliated online networks; and build a pipeline for future business through prospecting and cold calling. We require a successful track record of at least 5 years in territory management, prospecting, negotiation, and account planning; along with demonstrated ability to close sales. Strong presentation & communication skills required, with at least 2 years targeted specifically to the digital world. College degree preferred

TELEPHONE OUTBOUND ACCOUNT EXECUTIVE

Experienced telephone sales representative needed on our Competitive Media team. You will develop strategic sales approaches for advertisers; actively cold call and prospect for new business, including competitive media products; plan annual & monthly account goals and strategies; maintain a strong level of fluency with all products; perform comprehensive research and preparation for new business sales calls, and maintain departmental standards of performance specifically related to outbound sales expectations & metric goals. We require a proven track record of 3+ years experience in outbound telephone sales, along with superior customer service skills. Must have the ability to engage in targeted sales campaigns designed to educate and counsel prospects on effective advertising programs using market intelligence and value-based selling approaches. We also require competency with Microsoft based programs and excellent learning agility. College degree preferred.

The Houston Chronicle is an industry leader in the development of new strategies and technologies to disseminate news, information and advertising in multiple media. Texas' largest and the nation's seventh largest newspaper, and the top local news site (chron.com), we employ a talented, diverse staff. For details about our competitive salaries and comprehensive benefits package, please visit

www.hearstnewspaperscareerlinks.com

TINA BRESLIN
DIRECTOR OF SALES SOLUTIONS
HIRED: 1989, RETAIL SALES EXECUTIVE

“I’ve had more than 10 positions here — there are always opportunities for growth! Right now, doing sales coaching and training, I feel that I am doing work that can impact our sales folks’ paychecks in this economic climate. And that is very gratifying.”

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