

Special Projects Sales Executive

Yankee Publishing, Inc. | Manchester, NH Office

Are you a driven sales professional who enjoys building relationships, uncovering opportunities, and helping businesses grow through creative marketing solutions?

Yankee Publishing is seeking a **Special Projects Sales Executive** to generate advertising revenue across special publications, custom publishing initiatives, and other growth projects while managing and expanding an assigned territory for **New Hampshire Magazine**. This role offers the chance to work across a diverse portfolio of trusted media brands and marketing solutions, including print, digital, events, and custom content.

What You'll Do

- Develop new business through prospecting, networking, outreach, and relationship building.
- Grow and retain existing client accounts while identifying opportunities for expansion.
- Consult with businesses to recommend effective marketing solutions across print, digital, event, and custom platforms.
- Meet and exceed revenue goals for special projects and assigned sales territories.
- Collaborate with editorial, marketing, production, and other internal teams to deliver successful campaigns.
- Stay informed about market trends, advertiser needs, and emerging opportunities.

What We're Looking For

- 2 to 4 years of media, advertising, or consultative B2B sales experience preferred.
- Proven success developing new business and managing client relationships.
- Strong communication, presentation, organizational, and time-management skills.
- Self-motivated, resilient, and comfortable managing multiple priorities.
- Experience with CRM or sales-tracking systems and Microsoft Office.
- Knowledge of New Hampshire's business community is a plus.

Why Join Yankee Publishing?

This is more than a sales position. It's an opportunity to build a career with one of New England's most respected media companies and develop expertise across multiple products, brands, and audiences. As you demonstrate success, you'll have opportunities for increased responsibility, larger territories, key accounts, and broader portfolio ownership.

For more than 91 years, Yankee Publishing has been sharing trusted stories and content through iconic brands including *The Old Farmer's Almanac*, *Yankee Magazine*, and *New Hampshire Magazine*. As a **100% employee-owned company**, every employee has a stake in our success.

We offer:

- Competitive compensation
- Health and dental insurance
- Flexible Spending Account (FSA)
- Paid holidays and vacation
- 401(k) with company match
- Employee Stock Ownership Plan (ESOP)
- Collaborative and supportive work environment

Apply Today

Interested candidates should submit a **resume and cover letter** through our employment page:

[Careers at Yankee Publishing](#)

Yankee Publishing is committed to building a diverse workforce and encourages applicants from all backgrounds to apply.