

Long Live Lodging Sales Position

Long Live Lodging, an award-winning online multimedia news organization that covers the hospitality industry, is seeking a sales professional to join our team.

Our programming includes the Lodging Leaders podcast and complementary multimedia content such as a blog, photos and videos.

We are a startup digital news company with plans to expand our programming in 2021.

We are not a profitable venture ... yet. We are seeking an ambitious sales professional who can help monetize our programs and get us to the next level of growth.

Our sales professional teammate would be tasked with selling space in various forms on our podcasts, our social media promotions and on our website.

Position responsibilities include:

- Knowing who we are and what we're about as a news organization.
- Working with the news production team to stay informed about upcoming program topics and news angles as well as special projects in the works.
- Providing ideas about prospective B2B sponsors that align with our programming goals.
- Working with the marketing chief to align prospective sponsors' messaging with LLL program promotions.
- Networking with industry vendors, suppliers and service providers across many disciplines to learn their stories and subsequently sell audio promotion time on our podcast(s); digital space on our website; and audio and digital space on special projects.
- Helping sponsors tell their stories in unique ways.
- Executing and closing on the sales by providing signed insertion orders with dates of ad postings.
- Following through with gathering visual content i.e. photos, logos, for placement of the ads on our different verticals. That includes working with the production team to line up recorded interviews for podcast audio promotions.
- Making sure the promotions adhere to preset schedules and sales agreements.

We're looking for someone who:

- Can work in a team environment but can also operate free-range.
- Can meet deadlines.
- Can follow through on sales prospects.
- Knows our story and how to tell it to prospects who may not fully understand digital media, including podcasting.

We can offer:

- Professional and personal growth with a startup digital media organization.

- A one-year contract that includes some compensation plus a generous commission to start. After one year we will revisit the terms because we hope to be generating some revenue by then, thanks to you.
- A professional environment that allows for personal time whenever you need it or want it.
- Remote work every day, even post-pandemic.

Before we talk, check us out [here](#).

To learn more about who we are and what we do, read our media kit [here](#).

To start a conversation with us, send your resume or LinkedIn profile to careers@longlivelodging.com