

# Business Development Representative

Derby Media Group is seeking an individual for a full-time position interested in developing advertising and marketing programs for local and area businesses. The candidate will be trained in a proven process allowing them to understand the client's customer base and determine client needs. Client information will be used to align multiple digital options, high-end magazine and newspaper advertising products to fit clients' needs.

Candidates will possess good communication, time management and organizational skills and have a natural drive to win and be successful, by helping local businesses. Some understanding of websites, messaging, social media and digital will be helpful. People who can translate ideas into customer benefits can progress rapidly. Most importantly, the candidate must be comfortable around people and have a strong desire to connect to customers.

Pay will be commensurate with experience and ultimately be straight commission with no limits on earning potential. Some combination of commission and base salary during a start-up period may be necessary but will transition into full commission.

To apply for the position send résumé, work experience and references to [jeff@derbyinformer.com](mailto:jeff@derbyinformer.com) or Jeff Cott, Derby Informer, P.O. Box 842, Derby, KS 67037.

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