

Account Manager, Data and Research

Position: Account Manager
Department: Data and Research
Location: Chicago, IL
Reports to: VP of Revenue, Data and Research

Position Description

Farm Journal is seeking a motivated Account Manager who will be responsible for collaborating with the wider sales team, manage business revenue, and support the development of new clients. This individual will be responsible for managing an existing book of business that they will be expected to grow by supporting the sales and marketing teams. They will also support other sales efforts in the Data and Research Division. A successful candidate will be one who is highly organized, can quickly learn the Data and Research Division products, and works well with a multi-disciplined team.

This is a great opportunity for someone who wants to take responsibility for the revenue associated with a business unit and provide input on how to grow the unit to meet company objectives.

Job Responsibilities

When you join the Data & Research Sales team, you will be expected to:

- Meet with sales team members each week
- Ensure renewal and new business goals are met each month
- Prepare regular updates for senior management
- Innovate and look to improve existing product lines
- Support to sales team with sales materials and proposals.
- Some travel is expected
- Manage sales pacing reports. Identify gaps and opportunities as they emerge. Communicate those back to sales team.
- Support clients, onboarding them to our programs and handling any questions that come up.

Qualifications and Requirements

- 5+ years of data, research, or agricultural sales experience
- Strong speaking and writing skills
- Must be comfortable presenting in both small group settings and to large audiences
- Proven and verifiable success in meeting and exceeding sales goals
- Four-year degree in business, agribusiness, or agricultural economics is beneficial, but not required
- Experience in the agricultural sector is beneficial, but not required

Farm Journal Media is the nation's leading business information and media company serving the agricultural market. Started 140 years ago with the pre-eminent Farm Journal magazine, the company serves the row crop, livestock, produce and retail sectors through 26 branded websites, eNewsletters and phone apps; 11 business magazines; 70 events; five nationally broadcasted television and radio programs; a robust mobile text marketing business; and an array of data-driven paid information products. Farm Journal Media also is the majority shareholder of the online equipment marketplace, Machinery Pete LLC. In 2010, the Company established the non-profit, public charity Farm Journal Foundation dedicated to sustaining agriculture's ability to meet the vital needs of a growing population through education and empowerment.

Qualified candidates may apply by sending resume to:

Email: hr@farmjournal.com