

JOIN A WINNING TEAM

RIGHT HERE IN NORTHWEST INDIANA

We have been covering Northwest Indiana for over 100 years and we're still growing. We are, by far, the main source of news, information and advertising in the Region and are looking for great people to join our team. Whether you're just starting out or looking for a place to step up, TheTimes has opportunities you need to explore.

➤ **DIGITAL SALES EXECUTIVE**

Are you ready for the next step in your career? Do you have what it takes to be on a winning team with the drive to go above and beyond? We have an exciting opportunity for experienced sales professionals to join our Digital Sales team. This individual will work closely with clients to help them understand and exceed business objectives with smart, cutting edge ad campaigns. In this role, you will be evaluating the digital footprint of local businesses to identify additional opportunities to grow their digital marketing for a greater ROI and retention. We are looking for a highly motivated performer with ambition, passion and creativity. You must have a deep understanding of digital media with ability to credibly articulate insights for clients that are based on data and research.

Position requirements include:

- Advanced knowledge of online advertising sales including online and targeted display on all devices, SEO, SEM, social media, websites, video, mobile and analytics.
- Previous experience selling digital media or competitive media such as radio, TV and/or agency.
- Extensive knowledge of digital devices and apps.
- Excellent verbal and written communication skills.
- Proven presentation skills to diverse audiences.
- Efficient time management skills – must be able to work independently and handle multiple ongoing tasks with rapidly changing priorities.
- Knowledge and experience using Microsoft Office (Word, Excel, Outlook, PowerPoint).
- Bachelor's degree from accredited college or university.

We offer a competitive compensation package with a base plus bonus structure. In addition, we offer a variety of medical, dental and vision options to best fit your needs. We also offer 401k and life insurance options as well as paid vacation, sick and personal time.

TheTimes is part of the Lee Enterprises' group of companies. Lee provides local news and information, and a major platform for advertising. In its markets, with 46 daily newspapers and a joint interest in four others, rapidly growing digital products and nearly 300 specialty publications in 22 states. Lee's newspapers have circulation of 1.1 million daily and 1.5 million Sunday, reaching nearly four million readers in print alone. Lee's websites and mobile and tablet products attract 20 million plus unique visitors monthly. Lee Common Stock is traded on the New York Stock Exchange under the symbol LEE. For more information about Lee, please visit www.lee.net.

Apply now at <http://nwi.com/timesjobs>

Equal Opportunity Employer

➤ **PAGE DESIGNER**

TheTimes Media Co., located 20 miles from downtown Chicago, is looking for highly motivated, creative page designers who can bring a new dimension to our brand of local newspapers and magazines. As our design center has expanded, so has our drive to find designers with innovative newspaper and magazine design and illustration skills.

Our energetic design staff is working hard to change the perception of designers as merely "visual people." We work with the belief that good content drives readership, and we push our staff to be content editors. If you possess the heart of a journalist and an innovative mind, we want you to join our close-knit, talented design team.

Our ideal candidates will have experience in design at a newspaper or magazine, understand the fast-paced, newsroom environment, have the ability to manage several tasks simultaneously, and are experienced in information and content design. Candidates also must display a strong instinct for problem solving, a sense of urgency, and a passion for news. Experience with InDesign and Photoshop is preferred.

In this position you must be willing to work a varied schedule with night hours.

TheTimes Media Co. is one of Lee Enterprises' 46 daily newspapers. Lee also publishes 300 weekly newspapers, shoppers and classified and specialty publications. In addition, Lee provides a wide variety of associated online services.

EOE

➤ **ASSISTANT DISTRIBUTION MANAGER**

TheTimes is currently looking for part-time Assistant Distribution Managers to work in one of our Distribution Centers, working an average of 35 hours per week.

Our centers are located in Valparaiso, Merrillville, and Hammond, IN.

Work hours are in the early morning and include holidays and weekends.

The work consists of:

- opening and closing the distribution center
- stacking bundles on tables
- assisting with the delivery of newspaper routes
- other duties assigned by the District Manager

Candidates must have a valid driver's license and good driving record, as well as a reliable vehicle and proof of auto insurance. Mileage reimbursement is available if asked to use your vehicle for work purposes. Other requirements include basic computer skills and the ability to lift up to 40 pounds.

The starting hourly wage for this position is \$12.00/hour. This is an excellent entry level position for a company with a history of promoting from within.

TheTimes is a drug-free workplace and all candidates offered a position will be asked to complete a pre-employment drug screen. Interested candidates should apply online at www.nwi.com/timesjobs.

Equal Opportunity Employer

➤ **MULTI-MEDIA SALES EXECUTIVE – OUTSIDE SALES**

Base Salary PLUS Un-capped Commissions

Join a winning team! We reach more consumers than we ever have before through NWI.com and our award winning print products. Consumer in NW Indiana rely on TheTimes and NWI.com for local news and information that no one else can deliver. Over 75% of all adults in NW Indiana connect with us through our on-line and print products on a weekly basis. We deliver 1.6M unique visitors per month with over 12.6M page views and 8.2M mobile sessions per month!

We are looking for Multi-Media Sales professionals who possess the drive and passion to help local business owners increase market share through real time solutions and products that deliver superior results! We offer:

- Competitive base salary
- Un-capped commissions
- On-going incentives and spiffs
- Mobile phone
- Mileage reimbursement
- Benefits including: 401K (matching too), medical, dental, vision, paid vacation and personal time, life insurance, flexible spending accounts
- Laptop and tools to be successful

Our Multi-Media Sales professional manage an existing base of well-established accounts along with the responsibility and ability to "hunt" and develop new accounts... we want "HUNTERS". Plus work alongside a team of sales professionals in a competitive market serving 6 counties!

You Are:

- Competitive
- Driven to be the best
- Results and goals oriented
- Mentally tough
- Possess a strong work ethic
- Tech savvy
- High character
- Want to grow a great career
- Willing to have fun!

Ideal candidates possess:

- 3 + years of sales experience with a demonstrated track record of success
- Prospecting & cold calling experience in successfully opening new accounts
- Excellent communication skills
- Ability to thrive in a fast-paced, high transactional sales environment
- College degree preferred
- Valid driver's license, good driving record and access to a reliable vehicle

We're willing to train the right candidate! If you bring the heart and desire to succeed we will equip you with the tools and knowledge to be successful!

Drug Free Workplace

Equal Opportunity Employer

APPLY AT NWI.COM/TIMESJOBS