

## **Sales Representatives**

### **Summary**

We are seeking true business development professionals for the Southside and Peninsula to:

- Sell TCCM print and online advertising space to clients
- Develop & maintain long-term relationships with existing/new clients & agencies
- Build and maintain advertising revenue through creative and strategic selling
- Create sales presentations and present to clients and agencies
- Collaborate with other departments to ensure deadlines are met for ads to print
- Track activity data daily by maintaining current database
- Present TCCM as a unique and effective method for businesses to generate more exposure and sales.

### **Qualifications**

Successful candidates will have the following:

- B2B sales experience preferred
- "Go-getter" attitude and strong desire to work in sales.
- Exceptional written/verbal communication skills
- Ability to effectively present information
- Ability to work well with and through people
- Ability to sell - getting people interested and then closing the sale
- Ability to make cold calls to generate new business
- General knowledge of newspaper or magazine operations is a plus
- Valid driver's license, proof of insurance, and dependable automobile is required.

### **Here's What We Offer:**

- Ability to set your own schedule as an Independent Contractor
- Ability to work from home in the Hampton Roads area
- Limited in-office sales meetings
- Up to 50% Commission Per Sale
- Monthly Sales Incentives
- Weekly Pay

## **Contributing Writers**

### **Fashion & Beauty Contributing Writer:**

Attention fashionistas! The City Connection Magazine (TCCM) is looking for a talented writer to contribute to our monthly magazine that is distributed throughout Hampton Roads and content for our website. If you're obsessed with fashion and beauty then this position will allow you to grow your portfolio and professional recognition in your field. There will be a considerable amount of writing in this position as you will be expected to write about events as they happen — be the voice of Hampton Road's fashion scene!

Responsibilities Include:

- Designer interviews

- Beauty tips and how-to's
- Top fashion magazine reviews
- Street style reporting
- Nightlife fashion coverage

We are looking for a creative individual or collaborative writing team who are committed to writing TCCM's fashion column each month. This opportunity is remote and meant to advance your writing skills while giving your writing national exposure. You must be able to work with tight deadlines, be reliable, and a self-starter, and most importantly love to write.

Please attach resume and writing samples. Feel free to cut and paste a cover letter or unleash your creativity and tell us a little about yourself when you submit your resume. Candidates who do not include or attach a resume and writing samples (or link to a personal blog) will not be considered.

### **Internships**

All internships are unpaid. You will receive publicized credit on the work/materials displayed and/or printed, school credit, and valuable magazine publishing experience. Internships may be open to non-students as well. Internships for college students are available for the Fall, Spring and Summer sessions. To apply, please email **thecityconnection757@gmail.com**. In the subject line, list the internship you are applying for, along with your name (ex: Art Intern - Joe Smith). Be sure to include a cover letter explaining why you are best suited for a particular position, your resumé, and at least 2 samples of your work.

### **Contributing Writers**

Looking to build your portfolio? Want to increase your writing skills?

We are looking for Contributing Writers to engage and entertain our readers. Tasks include writing articles, features, reviews, promotional copy and newsletters for publication on our website and magazine as well as copy-editing, and no lie -- there will be some transcribing. You will be writing about art, fashion, entertainment, lifestyle, businesses, government, musicians, and cultural awareness in Hampton Roads. You will interview emerging talents and brands in the area, along with prominent business professionals and city officials.

Creativity and a desire to seek out good stories and interviews are required!

### **Art Intern**

Our interactive design team is looking for a designer to assist with the creation of ads, web content, and page layout. Familiarity with the Adobe Creative Suite is a must. WordPress and Google Analytics experience is a plus. The intern will be responsible for preparing and optimizing graphics for **thecityconnectionmagazine.com** and social media platforms, as well as designing marketing and promotional materials.

### **Photography Intern**

As the photographer intern, you'll get to take photos for our magazine and website. This includes visiting some of the newest restaurants around town, events/parties, and historical landmarks. You will creatively photograph our interviewees for our articles, blogs and social media sites. The ideal candidate for this position is flexible, organized, responds quickly to emails and text messages, and able to travel to multiple locations in Hampton Roads throughout the month. You do have to be open on some weekday evenings and weekends. Turning in your work on tight deadlines is a must. The more available you are, the more your credited photographs will show up on The City Connection Magazine's website.

### **Social Media Intern**

The Social Media Intern will be assigned to promoting content on company's social media accounts. Intern will build subscription bases through social networking tools such as Facebook, You Tube, Pinterest and Twitter. Intern will assist with online marketing (sending links or posting on related web sites and forums). Intern will also be exposed to other areas that they will gain a huge amount of knowledge in to help build up their resumes. TCCM is looking for people who are committed and passionate about a career in the social media, marketing, and public relation fields.

### **Marketing Intern**

Do you know what content marketing is? The marketing director is looking for a motivated and self-driven intern to assist on multiple projects. We are seeking an intern with a background in marketing or advertising and a strong grasp of the online and social environment. Interns should have an interest in event planning, promotions, and media marketing. TCCM's marketing department is a busy, fast-paced environment and we need an intern who is creative, organized, detail-oriented, and self-motivated. Some of the tasks that a marketing intern will take on are:

- Article research, writing, and editing for the blog
- Marketing initiatives and campaigns
- Social media curation, research, and monitoring
- Preparation of sales and promotional materials
- Assisting in the creation of marketing collateral and/or infographics

- Observe, plan, and execute events,
- Promote the TCCM brand at various events

The ideal candidate will have very strong writing and editing skills, great research abilities, experience in managing various social media channels, and the ability to switch gears from project to project. Experience in design and layout (specifically Adobe creative suite) is a major plus. Must be 21 to apply.