



Ignite Local Growth!

Job Title: Sales Manager, Partnerships & Advertising

Location: Remote/Field based opportunity within the thriving corridor from King Township, Aurora, Newmarket, Bradford, Innisfil to Barrie and surrounding area including the vibrant, small communities.

Join the Groundswell of *Harrowsmith Local!*

Harrowsmith magazine is launching a vital, hyper-local expansion called ***Harrowsmith Local*** that's building on our 50-year history as Canada's voice for grassroots living, homesteading and sustainable culture. *Harrowsmith's* steady, distinctly Canadian voice has never been more relevant and ***Harrowsmith Local*** continues this legacy with a community-based magazine that delivers practical guidance, thoughtful reporting and a positive perspective rooted in land, food and people.

Harrowsmith Local will launch this Fall and will publish 4 issues a year.

Position Overview:

We're looking for 3-4 sales leaders who know they can deliver exceptional results. These are individuals who are as comfortable wearing a marketing hat as they are representing sales because thinking outside of the box is what makes them special.

This is a high-reward commission-based role that's ideal for a results-driven self-starter who is well connected with the merchants and service organizations in the community.

You won't just be selling ads; you'll be architecting strategic alliances that drive real client growth across our powerful print, digital, social, newsletter and website.

This role is your launchpad if you love storytelling and know how to turn a good pitch into a lasting client relationship.

Harrowsmith Local is a free distribution, advertising-driven lifestyle heritage magazine whose editorial mandate is based on 4 key pillars: **Make. Grow. Sustain. Share.** These form the foundation of the industry sectors and organizations you'll grow within 1 or 2 of our designated communities.

What You'll Do:

- Craft meaningful Partnerships: Develop thoughtful advertising and custom content packages that speak to our readers' values and deliver results for clients across print, digital, newsletters, social, website and special projects.
- Be A Trusted Advisor: Work with clients to understand their goals and show how **Harrowsmith Local** can help meet them – authentically, creatively and successfully.
- Hit Revenue Goals: Consistently meet or exceed targets while keeping the *Harrowsmith* ethos at the core of everything you do.
- Be Creative: Keep a finger on the pulse of what's happening in your community and introduce innovative ideas that focus on our key pillars.
- Collaborate and Report: Communicate regularly with our editorial and publishing team to report on your progress and pipelines.
- Deliver magazines: to your advertisers.

Who You Are: (The Local Maven)

- You have 3+ years of sales experience with a strong record of success
- You're excited about farm-to-table cooking, homesteading, gardening and spending time outdoors, DIY culture, ecotourism, and environmental advocacy.
- You're a relationship builder with top-tier communication and presentation and skills.
- You can work independently, stay organized and are motivated by commission-based earnings.
- You are detail-oriented and disciplined to log client historical data into our CRM system, Hubspot.
- You are tech savvy, ideally with experience using cloud-based tools like Google Workspace.
- You're an active member in service organizations in your community like Chamber of Commerce, BIA, Real Estate Boards

Why Work at *Harrowsmith Local*?

- **Harrowsmith Local's** parent magazine, *Harrowsmith*, represents a 50-year-old legacy brand with a renewed focus on the future.
- On a community level, **Harrowsmith Local** shares the same values and editorial mandate as *Harrowsmith*.
- Help ethical and local businesses grow while promoting a way of life that puts the planet and people first.
- Impressive commission structure, uncapped earning potential and the flexibility to work where and how you work best.

Ready to Lead the Local Charge?



Send your resume and a brief cover letter telling us why you're the right fit for *Harrowsmith Local* and how your approach to sales aligns with our mission.

Email to: yolanda@moongate.ca