



Find-Lawyer.com

The new, video-centric legal directory associated with an Emmy award-winning television program seeks a highly motivated and proven outside sales professional.

This is not a traditional Account Executive position. We are looking for someone whose career intention is being a part of a tight, dynamic team dedicated to supporting the mission:

**“Compelling Constitutional Conversations:
Now More Than Ever.”**

What does this mean?

On a philosophical level, you care about why civics and civility are important in our country and how our legal system is the cornerstone of democracy.

Vision and passion are essential.

Can you transfer enthusiasm to lawyers and law firms that this highly unique, comprehensive Find-Lawyer.com legal directory is not only a business builder for their practice— but ardently supports the rule of law and constitutional principles broadcast in an Emmy-winning television program?

Can you lead expansion of the Find-Lawyer.com and sponsorship initiatives to the national level?

No matter what side of the political ledger you are on (we appreciate diverse views) this opportunity is an opportunity to blend your marketing and sales talent with a deep dedication to what the Founders of our country called the “cornerstone of our republic.”

Send resume to
info@lawjournaltv.com.

No phone calls, please. EOE



www.find-lawyer.com

Responsibilities:

Keeping all that in mind: at the skills and daily task/strategic level, you will build business relationships with lawyers and law firms initially in the Philadelphia metro area.

- Sell annual attorney profiles and garner law firm program sponsorships by prospecting and developing new business, from first contact to contract.
- Contact law firm and attorney clients through cold calls on the phone, and on-site face-to-face office visits and other marketing strategies.
- Direct the sales cycle for new and existing clients.
- Interview select attorneys for online profile content.
- Demonstrate vision while growing the directory and program sponsorships.

The American Law Journal airs Monday evenings on the Philadelphia CNN-News affiliate WFMZ-TV.

For current and archived programs: TV SHOWS on LawJournalTV.com.

Find-Lawyer.com is hosted on the website of The American Law Journal (www.LawJournalTV.com) as a resource for those looking for legal representation or attorney referral sources. No other legal directory has an affiliation with, and advertising on, an award-winning television program that accesses more than four million households in PA/NJ/DE via the Philadelphia CNN-News affiliate and a national online audience of 40,000+ views of programming each month.

Attorneys and law firms on Find-Lawyer.com as they draw new business and recognition, or who sponsor the program, will be supporting a public affairs legal talk/feature television program broadcasting for more than 26 years. Whether the attorneys and firms become involved at the “Advocate,” “1787 Society” or “Legacy Society” level is based on you.

Requirements:

- Emphasis on B2B. Will consider experience in other professional services fields if there is knowledge of and/or involvement in the legal industry.
- Excellent verbal, written and presentation skills.
- Ability to take initiative, be a self-starter and work independently.
- Outstanding organizational and time management skills with attention to detail.
- Strong closing skills.
- Available for occasional travel to the Virginia Beach administrative office and to other states.

This full-time employment opportunity offers a highly competitive base salary plus commission. We also provide some unique business development opportunities. Our executive leadership coach/mentor will provide training based on techniques/material found in these two books, among others: [Coherence, the Secret Science of Brilliant Leadership](#) and [Stealing Fire: How Silicon Valley, the Navy Seals and Maverick Scientists are Revolutionizing the Way We Live and Work](#) with much more to come.

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