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Jury rules in favor of former Boston Courant sales exec

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Business & Markets [1]

Marie Szaniszlo [2]

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A Suffolk Superior Court jury today awarded a former vice president of sales at The Boston Courant \$239,884 over a real estate publication deal gone bad.

The jury ordered Courant Publications Inc. to pay Kevin J. Smith what was left on his three-year contract when he was fired in April 2009 after weekly real estate advertising revenue fell to \$12,000 from a high of \$22,000.

"I feel pleased," Smith, 63, of Beverly said tonight of the verdict. "I feel justice has been done."

Scott McConchie, the attorney for the defendant, could not be reached for comment.

Smith was hired in March 2008 and was responsible for creating the weekly newspaper's Real Estate Guide, a glossy insert with open house listings. He signed a three-year contract under which he was paid \$126,000 a year and a 2 percent commission for any new ad sales in excess of \$1 million annually.

After he was fired, he sued for breach of contract, arguing that the publisher failed to launch a website to satisfy advertisers who were moving away from print, said Smith's attorney, Joseph Orlando.

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