

LC Media LP

Employment Opportunity

Job Title: Account Executive
FSLA Status: Exempt
Type of Pay: Salary/Commission
Application Deadline: June 01, 2019
Job Description / Requirements: Account Executive Sales Monday – Friday – Hours Vary

Old School 1047 is searching for candidates that are interested in selling and servicing new accounts in San Bernardino and the surrounding areas. As an Account Executive, you would perform sales and service functions for target markets, programs and sales of additional coverage as assigned.

Position Summary

Identify and develop new business opportunities, generate advertising revenue, grow and maintain active accounts, meet and exceed sales targets in a manner that will reflect a high level of professionalism and skill while selling and servicing our Old School Station.

Key Responsibilities

- Identify and solicit new business through networking, prospecting and cold calling.
- Build and maintain a full pipeline of sales prospects.
- Meet and exceed individual budgets.
- Identify client needs and objectives and develop persuasive proposals to meet their needs and opportunities
- Persuasive communication skills, verbal, written and presentation
- Understanding of basic business practices, categories and competition and provide persuasive ROI solutions.
- Investigate and resolve customer problems.
- Work collaboratively to communicate with other departments in a professional manner to assure quality service in all functions of assigned tasks
- Ensure prompt payments
- Participate in training sessions to enhance professional skills and overall understanding of media Successful candidates must possess exceptional communication, presentation, and negotiation skills. They must be self-motivated, goal-driven and creative. Ability to multi-task in a fast paced environment is a must. If this is something that interests you, please submit a cover letter, resume and application to:

Further contact information:

Please contact Marissa Garcia via email at: jobs@kqie1047.com

Old School 1047 is an Equal Opportunity Employer.
Please visit our radio station website: oldschool1047.com