

Point Broadcasting LLC

Employment Opportunity

Job Title: Account Executive
Station or Department: Sales
Part-Time Schedule: Monday – Friday – Hours Vary
FSLA Status / type of Pay: Exempt – Commission (Salary)
Application Deadline: March 31, 2017

Job Description / Requirements:

Point Broadcasting is searching for candidates that are interested in selling and servicing new and existing accounts in the Santa Barbara area. 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 all six of the Rincon Broadcasting radio stations.

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:

Attn: Marissa Garcia or Evan Harding
Email: jobs@rinconbroadcasting.com
Mail: 414 East Cota Street, Santa Barbara CA 93101

Point Broadcasting is an Equal Opportunity Employer.

Please visit our radio station website: www.rinconbroadcasting.com