



## EXPERIENCED RADIO ACCOUNT SALES EXECUTIVE

What do clothing stores, car dealers, and dentists have in common? It could be you. Stephens Media Group (KBBD, KDRK, KZBD, KEYF FM, KJRB, and KGA) is looking for a highly motivated and creative self-starter willing to work hard to develop new business. Successful candidate will develop a prospect base through networking, phone calls and personal contacts; create professional proposals for follow-up meetings; work closely with other station departments; display a caring attitude toward their clients and their business; keep a positive attitude and open mind to learn new ways of attaining business and other duties as requested. Although previous sales experience is not required, you must be outgoing, enthusiastic, persuasive and dedicated. We offer valuable training, a competitive commission plan and excellent benefits.

**Supervisor:** Local Sales Manager

**Work Schedule:** Monday thru Friday 8a-5p

Some after hours or weekends may be required based on client availability.

**Salary:** Commissionable Sales Position

### Job Requirements:

- Working knowledge of Word, Excel, PowerPoint, and Outlook
  - Ability to work with a team and independently
- Candidate will build a customer base by prospecting, making calls and setting appointments.
- College degree with minimum two years related experience preferably in media sales or related business. Qualified candidate must have excellent communication skills both verbal and written. You must be able to work independently and in a group setting. Valid driver's license, dependable vehicle, vehicle insurance and good driving record are required.

Available: Posting will be kept open until filled.

How to Apply: Send copy of resume along with a cover letter to:

Stephens Media Group

Attn: Merlee Williams

1601 East 57th

Spokane, WA 99223

Or email: [mwilliams@radiospokane.com](mailto:mwilliams@radiospokane.com)

**\*\*\*Please no Phone Calls\*\*\***

Stephens Media Group is an Equal Opportunity Employer. All minorities are encouraged to apply.