



BROADCAST/DIGITAL ENTRY LEVEL SALES

This is an entry level sales position. We are looking for a talented and competitive Sales Representative. The successful candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of customer calls per day, generating interest, qualifying prospect and closing sales.

Responsibilities:

- Source new sales opportunity through inbound lead follow-up and outbound cold calling and emails.
 - Assess and Understand customer needs and requirements
 - Research accounts, identify decision makers and generate interest
 - Establish new relationships by adding and developing new clients
- Actively manage the client database to ensure information is accurate and kept up to date. Identify past prospects due for follow up calls. Log all calls and monitor success rate.
- Route qualify leads/appointments to General Sales Manager for further development and closure.

Requirements:

- Proven inside sales experience
- Track Record of over-achieving quota
- Strong phone presence and experience dialing dozen of calls per day.
 - Excellent verbal and written communications skills
 - Strong listening and presentation skills
- Ability to multi-task, prioritize and manage time effectively
- Highly proficient with the Microsoft Office Suite Desirable

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

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

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