



Dynamic Sales Representatives

Are you a hunter? Do you like working with like-minded sales professionals and managers whose sole focus is finding and closing new customers? If so, read on.

We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance.

Responsibilities include: prospecting/cold calling, setting appointments with prospects, creative client presentations, and achieving a sales quota. Because Cumulus has a systems approach to sales, you must have a deep appreciation for process, performance measurement, employee development, and a results-oriented sales approach.

JOB REQUIREMENTS

- New business to business experience preferred with recognition as top-performer
- Minimum of 1 year outside sales experience required; 2 or more years preferred with ability to penetrate new business categories
- Strong understanding of lead generation, CRM and account management
- Cultivation of long standing client relationships
- Media sales background preferred, not required
- Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelors degree preferred

Our Sales Representative positions enjoy:

- Competitive Pay
- Medical, Dental & Vision Insurance Package
- Paid Vacation & Holidays
- Career Advancement Opportunities

Reply by emailing resume and salary requirement to: Jack Lee (Jack.lee@cumulus.com) or Linda Walker (Linda.walker@cumulus.com)

Cumulus is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.

4711 Old Kingston Pike, Knoxville TN 37919

Telephone: 865-588-6511 www.wivk.com www.sportsanimal99.com www.987newstalk.com

Posting Dates: 7/8/13 – 7/19/13

Cumulus Broadcasting – Knoxville, LLC • P. O. Box 11167 • Knoxville, TN 37939-1167 • (865) 588-6511 • Fax (865) 588-3725

**WIVK-FM
107.7**

**WNML-AM/FM
990 • 99.1**

**WNRX-FM
99.3**

**WOKI-FM
98.7**