



Posting Dates: 11/21/11 – 12/4/11

ACCOUNT EXECUTIVE

Great opportunity at one of the premiere radio groups in the South. Cumulus Broadcasting of Knoxville is looking for an account executive to work with advertisers to help market themselves to the station's listeners. Candidate should have a background in sales and possess leadership, imaging and creative skills to work with clients and sales staffs. Resumes must be sent to: Cumulus Broadcasting Company, Attn: Frank Nystrom, P. O. Box 11167, Knoxville, TN 37939. Cumulus Broadcasting Company is an Equal Opportunity and Affirmative Action Employer.

Scope

Responsible for implementing radio sales programs designed to maximize sales revenues and achieve revenue goals set forth by the company.

General Responsibilities

- Coordinates all aspects of client radio advertising campaign including copy, production, billing, collections, remote broadcasts and event marketing
- Regularly meets with prospective and current clients to create and maintain sales relationships
- Develops new business in selected markets and/or geographic locations
- Assists with Collections and Accounts Receivable functions as needed

Required Knowledge, Skills & Abilities

- Knowledge of all applicable FCC rules and regulations
- Knowledge for sales principles and practices
- Knowledge of products, customer needs, competition and market trends
- Must have the means of transporting oneself to make required sales calls and meetings
- Excellent negotiating, verbal and written communication skills
- Computer literacy in applicable programs
- Problem-solving ability and skill in prioritizing
- Ability to multi-task and handle pressures and deadlines

Education and Licensing and Insurance Requirements

High School Diploma
Must possess valid state drivers license
Must provide required proof of personal vehicle insurance
Must provide Motor Vehicle Record and meet grading requirements

Physical Requirements

May require lifting or moving up to 25 lbs.
Able to sit for extended periods of time

Cumulus Broadcasting of Knoxville

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