



Posting Dates: 11/21/11 – 12/4/11

ACCOUNT EXECUTIVES

Great opportunity at one of the premiere radio groups in the South. Cumulus Broadcasting of Knoxville is looking for account executives 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. Confidential inquiries to: Cumulus Broadcasting of Knoxville, ATTN: Linda Walker, P. O. Box 11167, Knoxville, TN 37939. Cumulus Broadcasting Company is an equal opportunity 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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