

## **KCEC Local Sales Manager -**

### **IF YOU ARE A DYNAMIC SALES MANAGER DRIVEN TO SUCCEED, WE MIGHT BE LOOKING FOR YOU!**

KCEC Radio Campesina in Yuma is looking for a Local Sales Manager to take our Sales Team to the next level! If you have radio, media, or sales management experience, apply today! Our top-rated radio station in Yuma is a great opportunity for the right candidate to be a superstar! The Cesar Chavez Foundation really cares about our employees! Our compensation plan has no competition! Base salary plus override and bonus opportunities, 100% paid benefits, pension and 401k. If you have 2 or more years of sales management experience, preferably radio or media, and are ready to change the world and grow businesses through successful radio campaigns, we are looking for you!

#### **Responsibilities**

- Local Sales Manager is responsible for the success and profitability of the station. Help determine and meet the financial goals. Track sales, prepare budgets, and maintain accountability.
- Local Sales Manager will work closely with sales staff to achieve monthly, quarterly, and annual sales goals.
- Local Sales Manager will be responsible for engagement in Matrix CRM, Coach Accountable, weekly reporting, weekly Sales Meetings, and mentoring of Sales Team.

#### **Qualifications**

Radio Campesina is seeking an accomplished Local Sales Manager who has at least 2 years of management experience or comparable senior seller experience. Ability to lead a team to achieve goals and success.

Specific requirements include:

- Highly collaborative style; experience developing and implementing strategies
- Excellent writing/editing and verbal communication skills
- A strong track record as an implementer who thrives on sales success
- Relationship builder with the flexibility and finesse to "manage by influence"
- High energy, maturity, and leadership with the ability to serve as a unifying force and to position communications discussions at both the strategic and tactical levels
- Sincere commitment to work collaboratively with senior management, network managers, local administrative staff and local sales team.
- Self-starter, able to work independently, and entrepreneurial; enjoys creating and implementing new initiatives

The organization is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.