

Account Executive KMYX/KBDS

Are you tired of working for corporate radio and ready to join an organization that is changing the world? The Cesar Chavez Foundation/Radio Campesina is looking for talented, passionate, driven account executives to join our fast-growing radio family. Base pay plus commission, 100% paid benefits, retirement and 401k. The Cesar Chavez Foundation really cares about our employees! If you have 1+ years of sales experience, preferably in radio, and are ready to change the world and grow businesses through successful radio campaigns, we are looking for you!

Responsibilities

- Development of new business through prospecting and cold calling to maintain a full pipeline of sales prospects.
- Customer service and relationship growth of new and existing clients.
- Creation and presentation of effective “needs based” marketing strategies based on client and agency needs.
- In person sales presentations and relationship building.
- Rate negotiations.
- Accounts Receivables Collections.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Budget/goal based revenue generation.

Qualifications

- Microsoft Office suite and social networking platforms
- Client relationship-building skills
- Organization, multi-tasking, and business to business selling
- Above average closing and negotiation ratios
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills

- Professional appearance
- Strong interpersonal skills

Work Experience

- 1+ years of sales experience
- Media/Advertising Sales is preferable

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.