



CBS RADIO EMPLOYMENT OPPORTUNITY
ACCOUNT EXECUTIVE POSITIONS ARE AVAILABLE
AT OUR LOS ANGELES RADIO STATIONS!

97.1 AMP RADIO • 93.1 JACK-FM • K-EARTH 101 • KROQ
94.7 THE WAVE • KNX 1070 • KFVB NEWS TALK 980

AVAILABILITY: Immediate
REPORTS TO: Director of Sales, General Sales Manager, Local Sales Manager
LOCATION: Miracle Mile and Culver City in Los Angeles, CA

QUALIFICATIONS: Self-motivation essential. Must possess excellent written, communication, time management and presentation skills. Media sales experience preferred, but not required. Ability to sell sponsorships, online campaigns and marketing sponsorships. College graduate required. Proficient computer skills in Excel, Word and PowerPoint are expected. Media/or event sales experience necessary.

ESSENTIAL DUTIES & RESPONSIBILITIES include the following:

Sell station key initiatives, including new Direct Business, Digital and NTR

- Continually contact, develop and prospect new business accounts either through agencies or through direct client contact
- Produce sales equal to or exceeding personal budgets
- Represent station to client and agency levels in a professional manner
- Establish and/or maintain client contact and develop consistent service to those clients
- Find creative ways to represent station in pre-selling and selling situations
- Establish and/or maintain upper level client and agency contacts
- Communication with sales management daily on activities and make client/agency calls with management.
- Keep current with administrative responsibilities
- Other duties and requirements as necessary
- Must have a valid driver's license, provide proof of auto insurance and be able to use car to travel locally

In order to meet sales goals and because it is a critical component of the CBS Radio and KEARTH 101's sales approach, CBS Radio expects all of its Account Executives to spend at least 50% of their work time engaging in sales and solicitations outside of the office. For example, although valuable, time spent doing paperwork not related to the sales obtained, collecting on accounts, or selling while inside the office would not be considered by CBS Radio as "engaging in sales and solicitations".

FEARLESS SALES SUPERSTARS APPLY AT:

www.CBSRadio.com KEYWORD: 2353BR

NO PHONE CALLS PLEASE

"It is the continuing policy of CBS Radio to afford equal employment opportunity to qualified individuals regardless of their race, color, religion, sex, or sexual preference, national origin, age or physical or mental disability, veteran or disabled veteran status, and to conform to applicable laws and regulations. We solicit your assistance on these openings and future openings."

