



98 GOLD, WIBN
Brothers Broadcasting
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POSITION: Radio and Online Sales Account Executive
For west central Indiana & east central IL markets
DIVISION: Sales & Marketing
CLASSIFICATION: Full-time
REPORTS TO: Director of Sales & Business Development
SALARY: Negotiable plus commission

ESSENTIAL JOB DUTIES:

- Solicit new business, work with prospective clients and advertising agencies to generate revenue for the stations in accordance with agreed upon weekly goals.
- Sell radio using event sponsorships, web sponsorships and secure trades.
- Regularly meet with clients / prospective clients, build solid relationships and close sales.
- Maintain regular contact with production staff, solicit renewal contracts as appropriate and build and sell to a new client list.
- Carry out other department activities as assigned by the Director of Sales & Business Development.

EDUCATION: Bachelor's degree in marketing or communications preferred or equivalent.

EXPERIENCE: Minimum of 1 year experience in related media sales preferred in television or radio sales experience.

SKILLS: Excellent communication and organizational skills required.
Computer experience should include proficiency in Word, Excel and ideally Publisher.

TO APPLY:

Send cover letter and resume to KATY KAYS, DIRECTOR OF SALES AND BUSINESS DEVELOPMENT, 98 GOLD WIBN RADIO STATION, 130 E. MCCONNELL ST, OXFORD, IN, 47971 or email to SHOPPINGDININGCARD@YAHOO.COM.

DEADLINE:

Open until filled.

BROTHERS BROADCASTING IS AN EQUAL OPPORTUNITY EMPLOYER