



98 GOLD WIBN  
Brothers Broadcasting  
P.O.Box 25 Oxford IN 47971  
PH. 765-385-2373 FAX 765-385-2374

[www.981wibn.com](http://www.981wibn.com)

email: [981wibn@gmail.com](mailto:981wibn@gmail.com)

POSITION: Radio and Online Sales Account Executive  
For West Central Indiana & East Central IL markets

DIVISION: Sales & Business Development

CLASSIFICATION: Full-time

REPORTS TO: John Balvich, WIBN General Manager

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.

**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 John Balvich, BOX 25, OXFORD, IN, 47971  
or email to [981wibn@gmail.com](mailto:981wibn@gmail.com)

**DEADLINE:** Open until filled.

BROTHERS BROADCASTING IS AN EQUAL OPPORTUNITY EMPLOYER