

Point Broadcasting LLC

Application Deadline: **February 29, 2018**

Reference ID#: **HDB201801**

Job Title: **Account Executive**

Radio Station or Department: **Sales - Full Time Position - Mon – Fri, 8:30 AM – 5:00 PM (Hours may vary)**

Rate of Pay (i.e. salary, hourly, commission, etc.): **Guaranteed salary applied towards commission**

Point Broadcasting LLC is searching for creative bilingual and non-bilingual individuals who are organized, have excellent follow through and great customer service skills that would like to join our Sales Team. Previous advertising, marketing and/or sales experience is preferred. A degree in business or marketing is even better! Applicants must be comfortable working in a PC / Windows environment, proficient in Microsoft Office and use of the Internet.

An Account Executive....

- **Seeks and follows leads to acquire new business**
- **Develops working relationships with clients and potential clients**
- **Designs and delivers presentations**
- **Negotiates contract terms**
- **Successfully closes sales**
- **Works towards goals that are predetermined by Manager**
- **Maintains contact with existing clients to obtain more business**

Candidates must.....

- **Possess exceptional communication skill, both orally and in writing**
- **Superior interpersonal skills**
- **Be able create rapport with all demographics**
- **Maintain a professional, put-together demeanor, Polished.**
- **Be incredibly confident, ambitious and self motivated**
- **Thrive when working independently**
- **Be a good listener**

As an Advertising Sales Account Executive, you will be contacting businesses primarily in the Lancaster/Palmdale/Los Angeles areas about advertising on our radio stations. For this position, you'll be working with businesses on strategic marketing programs and writing commercials. You will also have an opportunity to work on fun radio station promotions and special events.

If working in a fun, fast-paced environment sounds appealing, this position could be for you!

Name / Title of Contact: **Direct all correspondence to, ATTN: Marissa Garcia, H.R. Director**

Contact Information: **Please NO CALLS.**

Email: **jobs@highdesertbroadcasting.com**

Mail: **High Desert Broadcasting LLC 570 East Avenue, Q-9 Palmdale CA 93550**

What applicants should send (i.e. cover letter, resume, tape, etc.): **Interested applicants should submit a cover letter and resume including salary history**

Visit all of our radio station websites through highdesertbroadcasting.com!