



*Davis Broadcasting Inc.  
Job Opening for Account Executive:  
WLKQ La Raza 102.3 FM/107.1 FM  
WCHK La Mega 96.5 FM/105.1 FM  
(Full-Time Position)*

Davis Broadcasting Inc. is seeking an account manager with radio sales experience in the Atlanta market. Please submit your resume and cover letter to [frontdesk.laraza@gmail.com](mailto:frontdesk.laraza@gmail.com).

**The ideal candidates will possess:**

- Reliable transportation
- Amazing people skills with a focus on both internal and external clients
- Demonstrated track record of success in major Hispanic market media sales
- Demonstrable passion for setting and achieving revenue goals
- Strong conceptual and consultative selling skills
- Fluent in English /Spanish (oral/written)

**Key Responsibilities:**

- Identifies and develops new advertising accounts for La Raza / La Mega
- Accountable for consistently delivering monthly and quarterly revenue goals
- Prepares sales presentations in partnership with La Raza / La Mega Management
- Provides excellent service to station accounts to ensure deliverables are satisfied and contracted results are measured
- Coordinate client promotional fulfillment with La Raza / La Mega support team
- Manages collections in accordance with company policy

**Qualifications:**

At least two (2) years of successful experience:

- Developing new business and managing advertising accounts
- Creating profit-generating solutions for clients.

**What we offer:**

- Collaborative and creative work environment
- Recognition and reward for outstanding performance
- Commission based pay
- Medical, Dental & Vision Insurance coverage
- 401K with company match to plan for the long-term
- Paid Vacation, Sick Days, and Holidays

Davis Broadcasting of Atlanta is an Equal Opportunity Employer.  
**EOE**