



Davis Broadcasting Inc.

Job Opening for Account Executive: Smooth Jazz 101/100 (Full-Time Position)

Davis Broadcasting Inc. is seeking an account manager with radio sales experience in the Atlanta market.

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 market media sales
- Solid business relationships and network in the Atlanta market
- Demonstrable passion for setting and achieving revenue goals
- Strong conceptual and consultative selling skills
- Solutions-oriented mindset

Key Responsibilities:

- Identifies and develops new advertising accounts for Smooth Jazz 101.1 WJZA
- Accountable for consistently delivering monthly and quarterly revenue goals
- Prepares sales presentations in partnership with Smooth Jazz 101.1 WJZA Management
- Conducts sales research to support business propositions
- Develops advertising copy for accounts
- Provides excellent service to station accounts to ensure deliverables are satisfied and contracted results are measured
- Coordinate client promotional fulfillment with Smooth Jazz 101.1 WJZA 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

Davis Broadcasting of Atlanta is an Equal Opportunity Employer.

EOE