

Account Executive

JOB DESCRIPTION:

La Raza 102.3/100.1 FM, is seeking a full time bilingual Account Executive. This position has a strong emphasis on sales, in-person and phone prospecting, new business development, projects and promotions. Strong negotiation and closing skills and oral/written communication skills required.

Experience: Two years of experience in broadcast sales preferred. Advertising sales experience a plus, particularly negotiations and closing.

Education: A college degree or equivalent 2 years work experience in sales preferred.

MINIMUM REQUIREMENTS:

Basic Skills: Strong knowledge of the sales process. Ability to negotiate with agency and direct accounts, conduct and interpret research, meet deadlines, deal well under pressure, think and act quickly and show good judgment. Must be able to communicate effectively in a team environment. Must be proficient in Windows, Microsoft Word, Excel and PowerPoint required. Ability to read, write, and speak Spanish preferred.

