



Davis Broadcasting Inc.

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

Job Function: We are seeking an account manager that has a self-motivated and assertive personality that can be leveraged to develop new businesses and grow existing radio and digital accounts. Davis Broadcasting is looking for an efficient problem solver, an effective oral and written communicator, and a meticulous multi-tasker focused on moving our clients forward. Our ideal candidate has respectable time management skills, including being on time for work and appointments. They also interact positively with all DBI internal department staff. To apply, please send your resume and cover letter to sales@dbiatlanta.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 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
- 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

About Us:

Davis Broadcasting Inc. is a locally, minority, and family-owned business committed to serving the community while providing broadcast excellence for over 38 years. Our mission is to provide impactful, informative, trusted, and entertaining programming to the communities we reach. We work to provide targeted audiences for our advertisers through the utilization of our radio properties of Davis Broadcasting of Atlanta and all digital assets and to intentionally and consistently provide services, events and programming that strengthen the civic and cultural life of our local and regional communities.

Davis Broadcasting is an equal-opportunity employer committed to fostering a diverse and inclusive workplace. We consider all qualified applicants for employment without regard to race, color, religion, sexual orientation, national origin, age, disability, veteran status, or any other protected status.