

McVey Entertainment Group is accepting resumes for future full-time sales representatives. If you're outgoing, creative, and want to help local businesses succeed, radio sales might be the job for you! Salary is commission based, and is virtually unlimited. Send a resume and cover letter to [jobs@koze.com](mailto:jobs@koze.com). McVey Entertainment Group is an Equal Opportunity Employer.

### **Radio Sales Account Executive Duties and Responsibilities**

- Actively seek out new sales opportunities through cold calling, networking, and social media
- Listen to needs of clients and help find creative solutions
- Conduct market research to identify selling possibilities and evaluate customer needs
- Prepare and deliver presentations and sales promotion ideas
- Accurately turn ideas and solutions into successful radio commercials
- Prepare and report on goals, sales, and prospects
- Participate in special events hosted and promoted by McVey Entertainment Group
- Negotiate and close deals; handle complaints or objections
- Keep client accounts current (collection calls may be required)

### **Sales Executive Requirements and Qualifications**

- High school diploma
- Valid driver's license
- Strong job history
- Prior sales experience is helpful
- Proficiency in written and spoken English

### **Compensation**

- Full-time, 9am to 5pm Monday thru Friday
- 20% commission on collections
- Goal-oriented bonuses
- Paid major holidays
- Sick leave
- 2-weeks PTO each year

*McVey Entertainment Group is an EEO.*