

Sales Manager

Advanced Media Partners is seeking a Sales Manager to lead revenue growth for our four-station radio cluster in Peoria, Illinois. As the only locally owned medium-market radio stations in Central Illinois, we are committed to serving our communities and helping local businesses grow through effective advertising solutions. We are looking for a motivated sales leader who is passionate about building relationships, developing talent, and delivering results for clients and our team.

Key Responsibilities

- Lead, coach, and motivate the sales team across our four-station cluster.
- Drive local and regional revenue growth by developing strong client relationships and identifying new business opportunities.
- Work closely with account executives to create effective advertising solutions that help local businesses succeed.
- Recruit, train, and develop sales talent while fostering a positive, accountable team culture.
- Set sales goals, monitor performance, and support the team in achieving revenue objectives.
- Collaborate with programming, promotions, and leadership to develop integrated campaigns and client-focused opportunities.
- Maintain strong knowledge of the local market, competitive landscape, and client needs in Central Illinois.

Qualifications

- Media sales management experience preferred, or a minimum of three years of proven success in radio sales.
- Demonstrated track record of meeting or exceeding sales goals and building strong client relationships.
- Passion for helping local businesses grow and succeed through strategic advertising solutions.
- Strong leadership, communication, presentation, and negotiation skills.
- Self-motivated, organized, and comfortable working in a fast-paced, goal-oriented environment.
- Knowledge of radio advertising and the Central Illinois market is a plus.

Compensation and Benefits

Salary and benefits are commensurate with experience.

This is an excellent opportunity for a proven sales professional who wants to make an impact with a locally owned company that believes in the power of local radio and community connection.

