

In today's fast-paced world, radio remains one of the most effective ways to reach a wide audience. And behind every successful radio station, there is a team of dedicated sales executives who are working to create unique advertising strategies to help advertisers reach their business goals.

Advanced Media Partners in Peoria, IL - 98.5 KISS FM, 99.9 WWCT, and Sports Radio 101.1 have an opening for a full-time, experienced Senior Account Executive.

We are currently looking to hire a qualified candidate to join our radio sales team. This full-time position is perfect for someone with a passion for sales and the media industry, strong communication skills, and a go-getter attitude.

The ideal candidate will identify and develop new business opportunities; keep and grow existing client relationships; offer solutions that help clients achieve their business goals; close business; meets set sales target.

Advanced Media Partners offers an attractive compensation package, which includes a competitive salary, 401(k) plan, PTO, holiday pay, and a comprehensive benefits program, along with training and support to help you excel in this role. If you have a drive to succeed and a passion for audio entertainment, we want you to join our team.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in the existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Works collaboratively with internal partners to drive revenue.
- Ensures timely client payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with management.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of Central Illinois market and it's demographics
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 2+ years in outside sales. Media/advertising sales is preferred, but not required

Education

- High school diploma, college degree preferred

To apply, head to advancedmediapeoria.com/careers today and get ready to take your career to the next level!

AMP is an equal-opportunity employer committed to an inclusive workplace. Anyone interested is encouraged to apply and AMP does not discriminate on the basis of race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.