

Radio & Digital Advertising: Account Executive

Stephens Media Group

Monterey, California

Can you sell Radio & Digital Advertising?

Stephens Media Group is a privately-owned company that uses the power of **radio** and **digital advertising** to generate revenue for local businesses. We do this by communicating the right message, to the right audiences, so businesses can start seeing new customers right away.

We are looking for a competent **Radio & Digital Advertising, Account Executive** to find business opportunities and manage customer relationships in our **Monterey, California** Market. You'll be directly responsible for the preservation and expansion of our customer base.

The ideal candidate will have a passion for sales and radio &/or digital advertising with excellent customer service. We expect you to be a reliable professional able to achieve a balance between customer orientation and a results-driven approach. The goal is to find opportunities and turn them into long-term profitable relationships based on trust and mutual satisfaction.

Responsibilities

- Create detailed business plans to facilitate the attainment of goals and quotas
- Manage the entire sales cycle from finding a client to securing a deal
- Unearth new sales opportunities through networking and turn them into long term partnerships
- Present products to prospective clients
- Provide professional after-sales support to enhance the customers' dedication
- Remain in frequent contact with the clients in your responsibility to understand their needs
- Respond to complaints and resolve issues aiming to customer contentment and the preservation of the company's reputation
- Negotiate agreements and keep records of sales and data

Requirements

- Proven experience as an Account Executive, or in other sales/customer service role
- 2+ years in radio &/or digital advertising sales is preferred, but not required.
- Knowledge of market research, sales, and negotiating principles
- Outstanding knowledge of MS Office; knowledge of CRM software is a plus
- Excellent communication/presentation skills and ability to build relationships
- Organizational and time-management skills
- A business acumen

· Enthusiastic and passionate

Education

· High school diploma

· BS or BA in business administration, sales, advertising, or marketing, preferred but not required.

Stephens Media Group currently owns 98 radio stations/signals in Oklahoma, New York, California, Louisiana, Oregon, and Washington and sells digital advertising in 8 different territories across the country. Our corporate headquarters is located in Tulsa, Oklahoma.

Stephens Media Group is an equal opportunity employer

Job Type: Full-time

Pay: \$50,000.00 - \$80,000.00 per year

Benefits:

- 401(k) | Dental | Health | Vision | Life Insurance | Short-Term & Long-Term Disability | Paid Time Off

Schedule:

- Monday to Friday

Supplemental Pay:

- Commission pay

Work Location: In person

Work Type: Outside Sales

To apply email resume to: jodi.morgan@smgnational.com or jobs@smgnational.com