

## **Account Executive**

### **Description**

Salem Media Group is America's leading radio broadcaster, Internet content provider and magazine and book publisher targeting audiences interested in Christian and family-themed content and conservative values. We are currently looking for the right person to join our 3 station cluster. Station formats include Contemporary Christian Music, Christian Teaching and Talk, and News Talk.

A full benefits package is included.

### **Requirements**

- Prospecting for new advertising clients via research, networking and referrals
- Developing and maintaining excellent client relationships
- Creating, coordinating and scheduling client commercials, online banner ads and event promotions.
- Developing commercial campaign strategies for clients
- Servicing accounts and collections
- Accomplish specific revenue goals

This position requires two years of sales experience in radio sales and marketing with a proven track record. The successful candidate will have excellent prospecting skills, enjoy relationship building and be a superb problem solver. Strong written and verbal communication skills are essential, along with being computer proficient in Microsoft Word, Excel and Outlook. Candidate must be able to pass a background check.

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