

Media Sales Position

Here We Grow Again. GIANT things are happening at 91.7 GIANT FM & COUNTRY 89. With substantial growth over the past few years we are looking to enhance and add to our Media Sales Team.

The successful candidate will be a self-motivated individual with a positive attitude and a passion for sales. Under the direction of the Retail Sales Supervisor, this position will enhance sales with existing accounts and create new business opportunities by acting as a media consultant for clients in the Niagara and Western New York areas. To do so, responsibilities will include:

- Maintain and grow new revenue from assigned accounts, prospect new local businesses opportunities through broadcast and digital platforms.
- Obtain meetings with new and established clients through prospecting and cold calling
- Prepare professional proposals
- Negotiate contracts and close business
- Service, maintain and grow an established list of accounts
- Provide on-going information and support to ensure optimal client service and become a reliable resource to them
- Meet and exceed monthly revenue sales targets (radio and digital platforms)
- Align with promotions to enhance value to clients and create new revenue generating ideas
- Manage receivables and collections
- Comfortable with a salary + commission based income and potential unlimited revenue
- Post-secondary degree or diploma preferred
- Have previous sales and/or marketing experience or comparable work experience, preferably in media sales.
- Excellent presentation skills, interpersonal skills and positive attitude.
- **Must have Digital Media experience**
- Strong communication skills (both verbal and written)
- Creative and innovative thinking
- Strong negotiation skills with the ability to reach the best outcome for all
- Valid driver's license and reliable transportation

If you're an upbeat, friendly, outgoing person with sales experience apply now!
Send resume to Mike Haberer, GM/GSM mhaberer@giantfm.com with the subject
"Meet Your New Media Sales Representative"

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