Position Summary:

We are KPNZ, Channel 24, a LBI Media, Inc., owned and operated television station. We are looking for high energy people who are interested in a career in television media sales. If you are a confident, goal driven person, we want to talk to you.

Responsibilities:

- Prospect, develop and maintain new and existing accounts to sell TV time for broadcasting station/ network.
- Develop sales and promotions plans, literature and advertising proposals for clients.
- Develop and maintain excellent relationships with clients by identifying clients’ advertising needs and developing customized solutions to meet those needs.
- Provide information to sales management to ensure generation of tracking reports regarding pending deals, forecasts, advertiser, contact and prospect lists.
- Work with internal departments to manage account stewardship through process.
- Attend Sales meetings, training sessions and client remote meetings.

Requirements:

- Relationship builder with an engaging and energetic personality and desire to contribute to the team and win.
- Goal driven and self-motivated individual that challenges self to exceed targets.
- Excellent written, verbal, communication and interpersonal skills.
- 1-2 years experience in sales preferred; media sales a plus.
- Strong presentation skills.
- Bilingual: English/Spanish preferred but not required.
- Bachelors degree preferred.
- Knowledge of MS Office products: MS Word, Excel and PowerPoint

Eligibility Requirements:

- Interested candidates must submit their resume to jgomez@lbimedia.com.
- Must have a valid driver’s license, good driving record and insurance.
- Must be willing to undergo a pre-employment background investigation.
- Must have legal authorization to work in the United States.
- Must be 18 years or older.

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

LBI is an Equal Opportunity Employer.