Vacancy Position/Title: Account Executive
Details: iHeartMedia Stations

Job Summary:
Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales targets.

Responsibilities
• Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
• Services and grows relationships in existing client base.
• Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
• Delivers creative and effective sales presentations.
• Steers clients based on market, platform and station information.
• Maintains client communication and ensures client satisfaction.
• Monitors competition to continually find new account leads.
• Negotiates rates based on iHeartMedia’s budgets.
• Works collaboratively with internal partners to drive revenue.
• Ensures prompt 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 iHeartMedia resources.
• Generates revenue and meets/exceeds established sales targets.

Qualifications
• Proficient in Microsoft Office suites 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 market dynamics including demographics
• Stress tolerance especially with tight deadlines and financial pressures
• Flexibility and creativity
• Professional appearance
• Strong interpersonal skills

Work Experience
• 1-2 years' sales experience
• Experience in Media/Advertising Sales with proven success is preferable

Education
• 4-year college degree, preferably in a related field

Certifications
• None required

Location
SALT LAKE CITY, UT: 2801 S DECKER LAKE DR, 84119

Position Type
Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Closing Date: 3/10/2016
City: SALT LAKE CITY
State: Utah
URL: http://www.iHeartMediaCareers.com