

Account Executive

Cumulus – Dynamic Sales Representative

Cumulus Media, Inc. is the second largest and fastest growing radio broadcast company in the United States with 570 radio stations in 120 markets. If you are a hunter, and like working with like-minded sales professionals whose sole focus is finding and closing new customers then read on.

Cumulus is on the lookout for exceptional candidates to help drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. Unlike other media sales organizations, we don't wait for the phone to ring. We target thousands of local companies with a highly tuned business-category focus and we introduce these companies to the power of radio.

Responsibilities include: prospecting/cold calling, setting appointments with prospects, creative client presentations, and achieving a sales quota. Because Cumulus has a systems approach to sales, you must have a deep appreciation for process, performance measurement, employee development, and a results-oriented sales approach.

General Responsibilities

- New business to business experience preferred with recognition as top-performer
- Minimum of 1 year outside sales experience required; 2 or more years preferred with ability to penetrate new business categories
- Strong understanding of lead generation, CRM/SFA and account management
- Cultivation of long standing client relationships
- Media sales background preferred, not required
- Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelors degree preferred

Benefits

- Competitive Pay
- Medical, Dental & Vision Insurance Package
- Paid Vacation & Holidays
- Career Advancement Opportunities

For immediate consideration, please send all resumes to nashvillerradio.jobs@cumulus.com and, in the subject line, reference the job title, your name, **AND where you heard or saw the job listing. (ex. Account Executive – Joe Smith – Indeed.com)**

Please no phone calls. Candidates with disabilities and who need assistance in the application process may write to Cumulus Broadcasting Attn: Human Resources-Webmaster, 10 Music Circle East, Nashville TN 37203.

This job description may be modified at any time as deemed appropriate by management or consistent with the essence of the job.

Rev: 11/15/11

Cumulus is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.