



Byrne Media's WEZV-FM and WTKN-FM in beautiful Myrtle Beach, SC are recruiting for an Account Executive

The ideal candidate will have experience marketing radio and a suite of digital products to clients to achieve integrated marketing success

Valid driver's license and dependable transportation required

Digital Sales and Broadcast Sales experience preferred. Marketron system knowledge is a plus. Candidates with extensive outside sales experience with a knowledge of Digital Marketing will also be considered.

Responsibilities

- Create detailed business plans to facilitate the attainment of goals and quotas
- Manage the entire sales cycle from finding a client to securing a deal
- Unearth new sales opportunities through networking and turn them into long term partnerships
- Present products to prospective clients
- Provide professional after-sales support to enhance the customers' dedication
- Remain in frequent contact with the clients in your responsibility to understand their needs
- Respond to complaints and resolve issues aiming to customer contentment and the preservation of the company's reputation
- Negotiate agreements and keep records of sales and data

Skills

- Proven experience as an Account Executive, or in other sales/customer service role
 - Knowledge of market research, sales and negotiating principles
 - Outstanding knowledge of MS Office; knowledge of CRM software (eg. Matrix) is a plus
 - Excellent communication/presentation skills and ability to build relationships
 - Organizational and time-management skills
 - A business acumen
 - Enthusiastic and passionate
 - BSc or BA in business administration, sales or marketing
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- Byrne Media provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements. Byrne Media complies with applicable state and local laws governing nondiscrimination.. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

Radio at the beach is great! Come join us.

Send resume to chris@wezv.com