

Outside Sales Radio/Digital

Account Executive – Charleston, SC

LM Communications – 105.5 The Bridge and 98 Rock, Windermere Blvd., Charleston, SC 29407

Job Summary:

Identify and develop new business opportunities; grow client relationships; Present solutions that help achieve client business goals and meet or exceed your revenue goals.

Responsibilities:

- Identify and solicit new business; build and maintain a steady pipeline of sales prospects.
- Manage, service and grow relationships with an important existing account list.
- Identify client and or ad agency needs and develop proposals and opportunities to meet their needs.
- Create and deliver effective sales presentations.
- Maintains client communication and client satisfaction.
- Negotiates rates.
- Works collaboratively with our team.
- Ensure prompt payment from clients.
- Follow procedures for preparing orders, sales reports and, forecasts.

Qualifications:

- Candidate must drive their own vehicle, have a valid driver's license and state-mandated auto insurance
- Proficient in Microsoft Office suite and social networking platforms.
- Adept at prospecting and consultative selling principles and practices
 - Strong relationship-building skills
 - Ability to plan, organize, prioritize and multi-task in a fast-paced environment

Persuasive communication skills:

Independent; self-motivated; competitive; assertive

- Strong problem-solving and analytical skills
- Manage tight deadlines and performance expectations
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 3+ years Outside Sales experience required.
- 2+ years Media/advertising sales is required.

Education

- College degree required

Position Type – Full Time

LM Communications invests in people who invest in themselves and offers employees a competitive health and benefits package.

-Employer sponsored medical, dental & vision insurance with a variety of coverage

options

-Sick Leave

-Paid vacation, Company Holidays

LM Communications is an equal opportunity employer.

Send resume & cover letter to RayHandel@lmcomm.com