

Job description

SuperTalk Mississippi Media is seeking a full-time account executive for the Tupelo/Pontotoc, Mississippi market. Candidate must live in or be willing to relocate to Tupelo/Pontotoc or the surrounding area.

The ideal candidate is an experienced, self-motivated sales professional who excels at developing and selling radio and digital advertising and marketing campaigns to new and existing clients. With an emphasis on new business development, the marketing consultant will be able to offer clients a wide variety SuperTalk Mississippi Media products, including advertising on radio, non-traditional, and a variety of digital platforms. The ideal candidate must possess a chaser mentality with cold calling and prospecting experience, a proven ability to evaluate clients' needs and negotiate and close deals with a high level of success, and the ability to easily build and maintain client relationships. This individual must also have excellent written and oral communication skills and know how to identify, develop, and present customized advertising solutions to clients.

Qualifications

- Must have 2+ years sales related experience; outside radio and/or digital sales experience preferred
- College Degree preferred
- Basic proficiency of MS Office (Outlook, Word, Excel, and Power Point) required
- Excellent oral and written communication skills required
- Strong sales acumen and proficiency in all phases of the sales cycle and new account development
- Ability to perform independently in a fast-paced sales environment
- Proven experience growing and maintaining a digital sales portfolio
- A valid driver's license, reliable transportation, and proof of insurance are required

What We Offer

Qualified applicant will earn a base salary and commission and be eligible for group health insurance and other benefits, including 401k. Compensation is based on experience and there is an unlimited earning opportunity for a candidate willing to prospect and develop business on a daily basis.

About SuperTalk Mississippi Media

SuperTalk Mississippi Media is Mississippi's leader in news, politics, sports, music, and all things Mississippi. With four statewide radio networks, 12 talk stations, 16 music stations, SuperTalk TV, over 45 affiliates, and a trailblazing digital division, SuperTalk Mississippi Media covers every inch of Mississippi. To learn more about SuperTalk Mississippi Media, please visit supertalk.fm.

EEO Statement

SuperTalk Mississippi Media is an equal-opportunity employer.

INTERESTED IN APPLYING? Email resume to Rick Mize at rmize@supertalk.fm