



## Employment Opportunity

**Job Title:** Account Executive  
**FSLA Status:** Exempt  
**Type of Pay:** Salary/Commission  
**Application Deadline:** June 01, 2019  
**Job Description / Requirements:** Account Executive Sales Monday – Friday – Hours Vary

Old School 98.3 is searching for candidates that are interested in selling and servicing new accounts in the Fresno and surrounding areas. As an Account Executive, you would perform sales and service functions for target markets, programs and sales of additional coverage as assigned.

### Position Summary

Identify and develop new business opportunities, generate advertising revenue, grow and maintain active accounts, meet and exceed sales targets in a manner that will reflect a high level of professionalism and skill while selling and servicing our Oldschool 98.3 Station.

### Key Responsibilities

- Identify and solicit new business through networking, prospecting and cold calling.
- Build and maintain a full pipeline of sales prospects.
- Meet and exceed individual budgets.
- Identify client needs and objectives and develop persuasive proposals to meet their needs and opportunities
- Persuasive communication skills, verbal, written and presentation
- Understanding of basic business practices, categories and competition and provide persuasive ROI solutions.
- Investigate and resolve customer problems.
- Work collaboratively to communicate with other departments in a professional manner to assure quality service in all functions of assigned tasks
- Ensure prompt payments
- Participate in training sessions to enhance professional skills and overall understanding of media Successful candidates must possess exceptional communication, presentation, and negotiation skills. They must be self-motivated, goal-driven and creative. Ability to multi-task in a fast paced environment is a must. If this is something that interests you, please submit a cover letter, resume and application to:

### Further contact information:

Please contact Marissa Garcia via email at: [jobs@oldschool983.com](mailto:jobs@oldschool983.com)

Old School 98.3 is an Equal Opportunity Employer.  
Please visit our radio station website: [oldschool983.com](http://oldschool983.com)

**RIVERDALE BROADCASTING LLC**