

JOIN OUR TEAM!

ACCOUNT EXECUTIVE (RADIO/ADVERTISING SALES) - Brandon, MB

Two of Western Manitoba's popular radio stations, Q Country 91.5 and 94.7 STAR FM have an amazing opportunity for you to show off your keen sales ability by providing creative solutions to both new and existing clients!

Make your mark with our team of creative and dynamic sales executives. We are ambitious and have our sights set on achieving success by delivering exceptional, results driven advertising solutions. Our competitive compensation and comprehensive/unique benefits package is only part of what awaits you on your path to success!

What you'll do:

- Hunt for, cultivate and grow client relationships
- Create unique account strategies and proposals for clients utilizing radio sales and digital advertising
- Attend station promotions and/or client on-location broadcasts
- Keep accurate and detailed records of your clients' activity in our CRM system

What we're looking for:

- One to three years sales related experience required; preference for experience in multi customer account-based businesses (i.e. insurance, car sales, advertising)
- Two-year diploma from college/technical school in Business Administration, Marketing, or related field preferred; professional sales/customer service training is an asset; a combination of related education and experience will be considered
- A self starter, with a passion for selling and building relationships
- Dedication to your clients and team, illustrated by your proven track record of reaching and exceeding your client's expectations and your goals
- You are a collaborator with a tenacious spirit to create and deliver creative and compelling campaigns to fill our client's needs
- You are right at home in a highly dynamic and rapidly changing environment
- You have a valid driver's license and are willing to travel throughout Western Manitoba

As an equal-opportunity employer, we encourage applications from all qualified individuals. While we thank each applicant for their interest, only selected candidates will be contacted.

Deadline for applications: NOON, Tuesday, October 13th, 2020

When applying for this position, please reference the position title in the subject line and/or the body of the e-mail and/or cover letter.

Please submit your cover letter and resume to:

Krista Derksen E-mail: hr@westmancom.com

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