

Posting Date: 5/19/2022

Subject: New Job listing from Ashland-Mansfield, OH

Category: Media - Journalism - Newspaper

Position/Title: Account Executive

Details: iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales targets.

Responsibilities:

- Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.

Qualifications:

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience:

- 1-2 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable
- Salesforce experience is a plus

Education:

- Bachelor's Degree or equivalent experience

Certifications:

- None required

Location:

Mansfield, OH: 1400 Radio Lane, 44906

Position Type:

Regular

Benefits:

iHeartMedia's benefits offering is flexible and offers a variety of choices to meet the diverse needs of our changing workforce, including the following:

- Employer sponsored medical, dental and vision with a variety of coverage options
- Company provided and supplemental life insurance
- Paid vacation and sick time
- Paid company holidays, including a floating holiday that enable our employees to celebrate the holiday of their choosing
- A Spirit Day to encourage and allow our employees to more easily volunteer in their community
- A 401K plan
- Employee Assistance Program (EAP) at no cost – services include telephonic counseling sessions, consultation on legal and financial matters, emotional well-being, family and caregiving
- A range of additional voluntary programs, such as spending accounts, student loan refinancing, accident insurance and more!

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Some positions in certain divisions of the iHeartMedia family of companies are subject to mandatory vaccination requirements as a condition of employment. Candidates who have been offered employment for these positions at iHeartMedia, subject to applicable law, will be required to demonstrate they have been fully vaccinated for COVID-19 or qualify for a medical or religious accommodation from the vaccination requirement by their start date (which may be extended for such purposes). If the aforementioned requirements are not met, candidates who have accepted offers for such positions will have their offers rescinded and/or employment terminated in accordance with applicable law.

Apply Online URL:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Mansfield-OH/Account-Executive_Req28604