

RESULTS BROADCASTING & TOWER ROAD MEDIA

WE ARE HIRING

SENIOR ACCOUNT MANAGER

YOUR ROLE

- Championing radio and online advertising products to key companies across Northeastern Wisconsin.
- Crafting and delivering comprehensive marketing plans through face-to-face presentations.
- Cultivating genuine connections via phone, email, and professional networking.
- Analyzing client success metrics and guiding businesses on optimizing their local advertising strategies.
- Nurturing enduring client relationships by understanding their needs, showcasing the benefits of our offerings, and recommending tailored solutions.

REQUIREMENTS

- 5+ years of demonstrated success in a sales-driven environment, preferably in advertising or media.
- Rapid assimilation of new concepts and a data-driven, ambitious mindset.
- Exceptional written, verbal, and presentation skills, along with a strong aptitude for relationship management.
- Proven experience in account management, showcasing your ability to maintain and grow client accounts.
- A passion for education and sales, coupled with a solution-oriented approach even in challenging situations.

STEPPING INTO AN ESTABLISHED CLIENT BASE, THIS ROLE AS A SENIOR ADVERTISING SALES MANAGER IS IDEAL FOR A SEASONED PROFESSIONAL WITH A PROVEN TRACK RECORD IN SALES. YOU'LL LEVERAGE YOUR EXPERTISE TO CONNECT WITH NEW CLIENTS, CRAFT COMPELLING ADVERTISING STRATEGIES, AND ULTIMATELY DRIVE IMPACTFUL BUSINESS OUTCOMES FOR OUR LOCAL PARTNERS.

STUDIO LOCATIONS IN:

ANTIGO - IRON MOUNTAIN - SHAWANO - WAUPACA

SEND YOUR RESUME TO DON@RB-DIGITALMEDIA.COM

RESULTS BROADCASTING AND TOWER ROAD MEDIA ARE EQUAL OPPORTUNITY EMPLOYERS