



## Job Opportunities at CodComm Radio group

### Media Sales Executive:

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun – Well then, we want to talk to you.

CodComm Radio Group is looking for a dynamic sales executive to join our media and digital advertising team. You will be selling local advertising on Cape Cod for our innovative stations. There is no upper limit on your income.

### Responsibilities:

Prospect for qualified local and regional businesses; conduct a thorough Customer Needs Analysis (C N A); present and close appropriate marketing solutions. These programs may include any of CodComm's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension and digital marketing services.

- Create new relationships with local and regional businesses on the Cape and Islands.
- Responsible to accurately project revenues, meet and exceed monthly budgets and overachieve annual budgets.
- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Manager to help guide you to success achieving monthly sales quotas consistently.
- Provide insight and value to executive management to shape the future of our organization.

### Qualifications:

- Goal oriented, a strong work ethic and a strong desire to learn and achieve.
- Previous sales experience. A history of success with customers and a proven ability to develop and grow revenue.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.

### Benefits:

- Highly Competitive Base Salary plus Uncapped Commission
- 2 weeks of Vacation Time - Medical, Vision and Dental Insurance
- Company provided Laptop, use of company car during work hours.
- High Energy Work Environment - Opportunity for Upward Mobility

**CODCOMM RADIO MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.**

If you are interested in inquiring about this position, please send your resume and contact Tim Levesque at once: [TimLevesque@capecodradio.com](mailto:TimLevesque@capecodradio.com); 508.778.6000, ext. 302

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