

McVey Entertainment Group is accepting resumes for future full-time **Sales Representatives**. If you're outgoing, creative, and want to help local businesses succeed, radio sales might be the job for you! Salary is commission based and is virtually unlimited. Send a resume and cover letter to jobs@koze.com. McVey Entertainment Group is an Equal Opportunity Employer.

### **Radio Sales Account Executive Duties and Responsibilities**

- Actively seek out new sales opportunities through cold calling, networking, and social media
- Listen to needs of clients and help find creative solutions
- Conduct market research to identify selling possibilities and evaluate customer needs
- Prepare and deliver presentations and sales promotion ideas
- Accurately turn ideas and solutions into successful radio commercials
- Prepare and report on goals, sales, and prospects
- Participate in special events hosted and promoted by McVey Entertainment Group
- Negotiate and close deals; handle complaints or objections
- Keep client accounts current (collection calls may be required)

### **Sales Executive Requirements and Qualifications**

- High school diploma
- Valid driver's license
- Strong job history
- Prior sales experience is helpful
- Proficiency in written and spoken English

### **Compensation**

- Full-time, 9am to 5pm Monday thru Friday
- 20% commission on collections
- Goal-oriented bonuses
- Paid major holidays
- Sick leave
- 2-weeks PTO each year

*McVey Entertainment Group is an EEO.*