

# West Virginia Broadcasters Association

## Account Executive

Jobs in Broadcasting ,United States



### Job Description

#### Account Executive

MetroNews Radio Network, West Virginia's largest multi-media company, is looking for a responsible and highly motivated Account Executive who is ready to take on all sales responsibilities from generating leads to closing sales. Our ideal candidate will deliver a professional presentation to customers and uphold the standards of our company. The successful Account Executive will constantly strive to meet all sales goals and exceed customer expectations.

#### Responsibilities

- Drive growth by selling Radio, Video, and Digital advertising products to medium-large companies looking to reach West Virginia
- Develop relationships through phone, email, social media, and professional networking
- Make sales presentations face-to-face with business owners and managers and develop strong buying relationships
- Prospect revenue opportunities and build a pipeline to reach monthly and annual quotas
- Deliver excellent customer service that insures ongoing sales and high levels of customer satisfaction

#### Requirements

- Understanding the principles of sales
- The ability to make an effective sales presentation to a single business owner or board of directors
- Excellent written, verbal, and phone skills
- Proven track record in achieving sales quotas
- Proficient using a Mac

## Rewards

- Well-developed and active account list available
- Excellent compensation package including salary plus commission and bonuses
- Excellent Medical, Dental, Vision coverage
- 401K plus match
- Opportunity to grow within the company

Are you interested in starting your career today? Contact Larry Pfof at [larry.pfof@wvmetronews.com](mailto:larry.pfof@wvmetronews.com) or [jobs@wvradio.com](mailto:jobs@wvradio.com)

WVRC Media is an equal opportunity employer and is dedicated to providing broad outreach regarding job vacancies. We seek the help of local organizations in referring qualified applicants to our company. Organizations that wish to receive our vacancy information should contact Kelly Ayersman at West Virginia Radio Corporation by calling 304-296-0029.

## Company Details

|         |                                                                            |
|---------|----------------------------------------------------------------------------|
| Name    | Kelly Ayersman                                                             |
| Phone   | <a href="tel:3045543905">3045543905</a>                                    |
| Email   | <a href="mailto:kelly.ayersman@wvradio.com">kelly.ayersman@wvradio.com</a> |
| Address | 260 Spruce St,United States - 26505                                        |

## More details

|                 |                              |
|-----------------|------------------------------|
| Business Name   | WVRC Media                   |
| Education       | High School                  |
| Job Type        | Full Time                    |
| Job Status      | Interviewing                 |
| Job Shift       | As Scheduled                 |
| Required Travel | As Assigned                  |
| Link To Apply   | <a href="#">Apply Online</a> |