

SALES ACCOUNT EXECUTIVE - ENTERTAINMENT - CHARLOTTE

Ref#: 2196

Job Type: Full-Time Staff

Job Schedule: Full-Time

Job Location: Charlotte, NC, U

About Us:

Entercom Communications Corp. (NYSE: ETM) is a leading American media and entertainment company reaching and engaging over 100 million people each week through its premier collection of highly rated, award winning radio stations, digital platforms and live events. As one of the country's two largest radio broadcasters, Entercom offers integrated marketing solutions and delivers the power of local connection on a national scale with coverage of close to 90% of persons 12+ in the top 50 markets. Entercom is the #1 creator of live, original, local audio content and the nation's unrivaled leader in news and sports radio. Learn more about Philadelphia-based Entercom at www.entercom.com, Facebook and Twitter (@Entercom).

Description:

We are looking for someone who can help us blaze new trails in the world of digital and audio advertising with a concentration in the entertainment industry. Our company was named one of the Top 500 Technology Innovators in the U.S. and our growth here in Charlotte means we need more talented people on our team. If you are a sales professional with contacts in the restaurant/bar/entertainment lifestyle industry that can create and sell innovative ideas and products that provide cutting edge marketing and advertising solutions, you will fit right in with us!

Who are we and what can we offer you?

- We are Entercom Communications, one of the largest radio companies in the country.
- We own and operate a three-station cluster in the Charlotte metro.
- You would have incredible assets to sell including live and local programming, digital advertising, sports sponsorships, event marketing and promotions.
- This is an incredibly exciting time to be working in radio as the industry is continually embracing new technologies and ideas.
- We give our sales people the resources and support they need to be successful and earn a great income.
- You would be surrounded by other creative, talented, high energy people too.

Responsibilities:

- Building strong relationships with advertisers to ensure their success and repeat business
- Proactively developing new business by using all of our advertising and marketing assets
- Closing business and executing the client campaign as agreed upon
- Providing exceptional customer service for your clients

- Achieving sales objectives and goals
- Continually building your knowledge of industry trends, opportunities, and innovations

That's our sales pitch to you...What do you think?

At Entercom Charlotte our radio stations are 107.9 The Link, News 1110AM/99.3 FM WBT and The Fan 610 AM/1250 FM WFNZ. We work relentlessly to deliver compelling content, engaged audiences and successful results for our clients. We believe that our people are at the center of our mission to enhance our communities and provide a dynamic and fulfilling work environment. Entercom Communications is one of the largest radio broadcasting companies in the U.S. with over 100 stations in 23 markets. We are known for developing unique and highly successful locally programmed stations and providing multi-platform marketing solutions with audio, digital and experiential assets.

Qualifications:

- Experienced in entertainment category, (sales experience preferred)
- Creative problem solver with marketing as well as sales expertise
- Ability to develop new business and manage sales with a proven track record of exceeding goals
- Thorough understanding of advertising technologies including digital, audio, and interactive is a plus
- A creative mind to put together unique advertising campaigns and promotions
- Must have a valid driver's license and own a personal car
- A passion for uncovering a client's need, solving it, and closing the deal!

It is the continuing policy of Entercom Communications Corp. to afford equal employment opportunity to qualified individuals regardless of their race, color, religion, sex, or sexual orientation, national origin, age or physical or mental disability, veteran or disabled veteran status, and to conform to applicable laws and regulations. We solicit assistance on these openings and future openings. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform the essential functions of the position.

EEO Statement:
Sales Workers