



Davis Broadcasting of Atlanta has job openings for Account Managers for WJZA (Full-Time Position):

The ideal candidates will possess:

- Reliable transportation
- Amazing people skills with focus on both internal and external clients
- Demonstrated track record of success in major market media sales
- Solid business relationships and network in the Atlanta market
- Demonstrable passion for setting and achieving revenue goals
- Strong conceptual and consultative selling skills
- Solutions-oriented thinking that naturally goes outside the box

Account Manager Job Description

- ❖ Identifies and develops new advertising accounts for Smooth Jazz 101.1 WJZA
- ❖ Accountable for consistently delivering monthly and quarterly revenue goals
- ❖ Prepares sales presentations in partnership with Smooth Jazz 101.1 WJZA Management
- ❖ Conducts sales research to support business propositions
- ❖ Conducts discovery meetings with both agency and direct advertisers to uncover needs we can address
- ❖ Develops advertising copy for station account as needed
- ❖ Provides world-class service to station accounts to ensure deliverables are satisfied and contracted results are measured
- ❖ Coordinate client promotional fulfillment with Smooth Jazz 101.1 WJZA support team
- ❖ Manages collections in accordance with company policy
- ❖ Reports to the Director of Corporate Partnerships

Experience

At least two (2) years' successful experience:

- ❖ Developing new business and managing non-transactional advertising accounts in Atlanta
- ❖ Creating ideas for clients that sell

Application Closing Date: 3/30/18

Contact Larry Jennings at jobs@dbiatlanta.com

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