

## Radio Sales Account Manager

Flagler Broadcasting is a Palm Coast radio station, serving St. Johns, Flagler and Volusia counties. Our primary focus is helping small and medium sized businesses grow through marketing strategy, lead generation and event marketing. Flagler Broadcasting produces 7-8 sold events for exhibitors including concerts, airshows, and health fair.

Radio stations: Beach 92.7FM, KIX Country 98.7FM, KOOL 100.9FM and WNZF News Radio 1550AM & 106.3FM.

Full time commission based position. Outside sales. Must have reliable transportation to and from clients.

Flagler Broadcasting is an equal opportunity employer dedicated to non-discrimination in employment based on race, color, age, religion, sex, national origin, disability, marital status or veteran status.

### Required Skills

- Prospect and Set up Meetings with Potential Business Owners/Clients
- Exceed Monthly Sales Expectations and Goals
- Build Strong Relationships and Customer Loyalty
- Attend and contribute to weekly Sales meeting with the team
- Write Effective Radio Commercials, working closely with Production, Traffic, and web teams to ensure seamless execution
- Sending out spot times upon client request

### Required Experience

- 5+ years of digital/ advertising sales experience
- 4-year college degree in marketing, public relations, or communications preferred
- Extremely detail-oriented
- Excellent communications skills
- Proven Sales Track Record
- Radio experience a PLUS

Send all inquiries with cover letter and resume to [maryadams@flaglerbroadcasting.com](mailto:maryadams@flaglerbroadcasting.com)