



**Position/Title:**  
Account Executive

**Vacancy Type:**  
Fill-time

**Closing Date:**  
10/11/2018

**City/State:**  
Albuquerque, NM

**Job Responsibilities:**

- Generate revenue across all available platforms
- Prospect, contact and present to new businesses to generate new advertising revenue
- Manage inventory and protect station rate structure.
- Develop new revenue through local business development
- Form strategic business and market partnerships
- Manage an active account and client list
- Regularly meet with local and digital sales managers to ensure progression and success with stated goals.
- Act as negotiator for assigned accounts; ensure sales proposals are consistent with station strategies.
- Create and deliver sales presentations to multiple points of contact with client/agency personnel.

**Experience Requirements:**

- Must have a proven track record in web/mobile sales and in the cultivation and development of new business/ non-traditional business.
- Experience in TV/Radio sales
- Solid negotiation skills
- Experience in a consultative customer focused business atmosphere
- Military training and experience will be considered in lieu of TV/Radio sales experience

**Qualifications Requirements:**

- Ability to multi-task within a fast-paced environment
- Accountability within a goal-structured organization
- Needs a positive, results-oriented attitude and must be a team player
- Proven track record of successfully selling to business owners and CEO's (military experience will be considered)
- Must be able to use qualitative research effectively to further sales effort
- Strong formal and interpersonal communication skills.
- Proficiency with Microsoft Office products. Proficiency with Wide Orbit, Kantar and One Domain/WO Media Office a plus.

**Education:**

- Bachelor's Degree or equivalent work experience.

**Contact:**

Please visit <http://careers.hearsttelevision.com/> to apply. EOE

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