



## **Senior Account Executive**

### **Job Posted – January 2011**

#### **I. Overview:**

SALEM LA is comprised of four radio stations – **KKLA-FM (Inspirational Talk)**, KFSH-FM, (Contemporary Christian Music) KRLA-AM and (Conservative Talk) KTIE-AM (Conservative Talk). SALEM LA is a member of Salem Communications Corporation, the nation's largest operator of Conservative Talk, Christian and Inspirational radio stations, radio networks, Christian media and entertainment, Internet aggregators, e-commerce, new media and streaming.

#### **II. Job Title: KKLA Senior Account Executive**

**III. Shift/Hours/Status:** Hours may vary due to nature of the position, usual start time 8:30 a.m.

**IV. Compensation:** Full-Time salary and benefits, including paid medical, dental, 401K plan, Cafeteria Flex-Benefit plan, paid vacation, and sick time, paid parking. Salary level based upon degree of experience and proficiency.

**V. Reports to:** Katherine Worthington, KKLA Sales Manager

**VI. Departmental Relationships:** Work closely with station promotions, creative, accounting and traffic departments.

#### **VII. Job Responsibilities and Pre-Requisites:**

Develop new business, while maintaining your clients. Copy writing skills preferred and a creative and critical thinker. Previous outside sales experience, good presentation and phone skills needed. Must have reliable transportation and a valid California driver's license. Good computer skills (MS Word, Excel, Power Point, Outlook).

#### **VIII. Application Requirements:**

An employment application is required to be considered for any employment at Salem LA. In addition to a completed application packet, all candidates must provide a cover letter, resume and three professional references **with authorization** to disclose employment history, skills and abilities.

#### **IX. Application Procedure:**

The completed application, your resume with references and your cover letter ONLY can be e-mailed to [jobs@salemla.com](mailto:jobs@salemla.com) (no www needed), via fax to 818-553-1220 or via USPS to "(position being applied for)" Salem LA, PO Box 29023, Glendale, CA 91209.

The EEO Referral Form is voluntary. The completed EEO Referral Form must be mailed under separate cover to EEO Coordinator, Salem LA, PO Box 29023, Glendale, CA 91209, e-mailed directly to [EEO@salemla.com](mailto:EEO@salemla.com) or faxed separately to 818-553-1220 attention EEO Coordinator.

***Salem Los Angeles is an Equal Opportunity Employer.***