



## **Broadcast Account Manager**

### **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, (Conservative Talk)** and 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: KRLA Broadcast Account Manager**

#### **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 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: Chet Thompson, KRLA General Sales Manager**

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

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

This is an exciting unique opportunity for sales people who like a fast pace, hard working environment with excellent rewards and benefits. Develop new business through prospecting qualified businesses; must be able to perform 25 cold calls by phone and 10 walk-in calls per day, must have tenacity, positive attitude, previous sales experience, excellent organization skills and people skills. Must be willing to do the hard necessary work it takes to be a successful salesperson and be able to close business. 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. Please log onto [www.salemla.com](http://www.salemla.com) to download and/or print out an application. 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.***