

# JOIN OUR TEAM

**EMPLOYMENT OPPORTUNITY**

**AM870 THE ANSWER**

**Integrated Marketing Sales Representative**

**Job Posting – March/April 2017**

Salem Media Group is the leading U. S. radio broadcaster targeting audiences interested in Conservative News Talk. We currently have a full time position available for an Account Executive for our radio station KRLA AM870 The Answer here in Los Angeles.

**Summary:**

This is an Outside Sales position with lots of people contact, so you should thrive on variety because no two days will be alike – ranging from daily meetings with decision makers to creating and delivering sales presentations and marketing campaigns. You will creatively solve prospective advertiser goals and challenges, developing solutions for growing their businesses through ad campaigns (broadcast, print, Internet and event marketing) – which target our high quality audience. You will be able to brainstorm with your teammates on the way to becoming a Marketing Expert. Develop Strategic “Solution-Oriented” Client Marketing Campaigns

**Responsibilities:**

- Prospect and Set up Meetings with Potential Business Owners/Clients
- Exceed Monthly Sales Expectations and Goals
- Build Strong Relationships and Customer Loyalty
- Write Effective Radio Commercials, working closely with Production, Traffic, and Web teams to ensure seamless execution

**Qualifications:**

- Proven Sales Track Record
- Strong Negotiation skills and Persuasive Communicator
- Enthusiastic and able to develop and keep relationships
- Self-Driven & Motivated to Exceed Goals
- Radio Experience Preferred, but we are Flexible

The Answer’s culture is based on integrity, values, and teamwork -- making it a place to build a fulfilling career. The Answer and its parent company, Salem Media Group, offer countless opportunities for advancement and growth. Compensation is commensurate with experience. We offer a comprehensive benefit package including paid holidays and paid vacation. This is a FULL-TIME, 40 hour per week position.

To be considered for this Employment Opportunity, please go to <http://salemmedia.com/>. Select **Careers** Tab, search **California Job Listings**. Click on ‘State’ to alphabetize all the CA jobs.

Once you find the desired job posting, click **Apply Online**, then click on, ‘Click here to create a new account’.

**AM870**  
**THE ANSWER**

**the fish**  
**95.9 fm**

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LOS ANGELES

**99.5**  
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**AM590**  
**THE ANSWER**

Salem Media Group | Los Angeles is an Equal Opportunity Employer