

Position Overview

Are you bored with your current situation and looking for a fast-paced, exciting career where each day is unique? Are you a hard worker, good at solving problems, and enjoy helping businesses succeed? If so, then maybe our **Account Executive** opening at our television stations KATN in Fairbanks, AK may be a perfect fit for you.

What you'll do

Account Executives at Coastal Television help our clients connect with the public through digital and broadcast media. You will create and develop client relationships in the local community and deliver marketing solutions so that our clients can promote their brand, products, and services. You're enthusiastic about growing local organizations by delivering compelling media campaigns that help your community prosper.

- Drive growth by selling digital and broadcast media.
- Immerse yourself in the local community and cultivate new relationships through networking, phone, email, and social media.
- Build and grow relationships by sharing how customers receive superior value through our media products
- Research market trends and devise methods for organizations to effectively communicate with their target audience.
- You've been successful in roles like: Account Manager, Business Development Manager, Business Development Consultant, Sales Executive, Sales Manager, Sales Representative, Sales Consultant, and Salesperson.
- You will not have to work weekends.

Who you are

- 2+ years of sales experience managing a book of business, sourcing new accounts, and converting clients into long-term business partners.
- Huge plus if you're a sports fan. Even better if you're a sports fanatic and are enthusiastic about selling sports advertising.
- Passionate about delivering effective, cost-efficient marketing solutions that produce satisfying results to clients.
- Local to the marketplace and possess a basic understanding about the types of organizations that will benefit most from broadcast and digital media solutions.
- Self-starter with strong-time management skills who possess a proven ability to meet and exceed sales targets.

Who we are

We are a privately held group of television stations that operate in ten markets within seven states across four time zones. We cultivate and support our Sales Teams with continued feedback and assistance from our hands-on senior management team. Our mission is delivering effective marketing solutions that help grow our local communities. We are

committed to broadcast excellence and corporate growth (both organic and through acquisition).

What we'll offer the successful candidate?

In addition to an exciting career, the successful candidate will receive a competitive compensation package based on their skills and work experience (approximately \$50K-\$100K+ annually). We offer health, dental, and vision insurance and have a 401K matching program in place.

TO APPLY: Email your resume to kanthony@coastaltvgroup.com

COASTAL TELEVISION BROADCASTING GROUP LLC IS AN EQUAL OPPORTUNITY EMPLOYER