

Ohana Media Group Sales Representative Job Description

Job Title: Sales Representative

Job Summary:

Are you a driven and motivated individual with a strong passion for sales? Ohana Media Group in Anchorage, Alaska is looking for a Sales Representative to join our team!

As a Sales Representative, you will be responsible for selling radio advertising on our radio stations and digital platforms. You will work closely with clients to understand their advertising needs and provide them with customized solutions to help them achieve their marketing goals.

The ideal candidate will have excellent communication and negotiation skills, a strong work ethic, and a proven track record of exceeding sales targets. Previous sales experience in the media industry is a plus, but we are willing to train the right candidate.

Salary: Up to \$80k+ DOE

Responsibilities:

- Develop and implement effective sales strategies to meet and exceed sales targets
- Identify and pursue new business opportunities through analysis of market trends
- Conduct sales presentations to potential clients, showcasing product features and benefits
- Utilize CRM tools to track progress and manage customer accounts
- Provide exceptional customer service by addressing inquiries and resolving issues promptly
- Collaborate with the sales and promotions teams to create compelling sales materials and campaigns

Experience:

- Proven experience in sales or related field
- Strong understanding of sales techniques and principles
- Familiarity with market trends
- Excellent communication and negotiation skills

Skills:

- Ability to analyze market trends and customer behavior
- Experience in Outside Sales or similar roles
- Proficiency in CRM software
- Knowledge of sales practices
- Strong focus on achieving sales targets
- Exceptional customer service skills

If you are looking for a rewarding career in sales and have a passion for helping businesses grow, then we want to hear from you! Apply now to join the Ohana Media Group team in Anchorage, Alaska. Send your resume to jobs@ohanamedia.com. Ohana Media Group is an Equal Opportunity Employer.

Job Type: Full-time

Pay: \$50,000.00 - \$80,000.00 per year

Benefits:

- Paid time off

Schedule:

- 8 hour shift
- Monday to Friday

Experience:

- B2B sales: 1 year (Preferred)

License/Certification:

- Driver's License (Required)

Ability to Commute:

- Anchorage, AK 99501 (Required)

Ability to Relocate:

- Anchorage, AK 99501: Relocate before starting work (Required)