



Account Executive – Fairbanks, Alaska

The audio revolution is here – and iHeart is leading it! iHeartMedia, the number one audio company in America, reaches 90% of Americans every month -- a monthly audience that's twice the size of any other audio company – almost three times the size of the largest TV network – and almost 4 times the size of the largest ad-supported music streaming service. And we were just recognized as one of the Top Media Sales Organizations by The Myers Report!

In fact, iHeart has: More #1 rated markets than the next two largest radio companies combined;

We're the largest podcast publisher, with more monthly downloads than the second- and third-largest podcast publishers combined. Podcasting, the fastest-growing new media, today has more monthly users than streaming music services or Netflix;

iHeart is the home of many of the country's most popular and trusted on-air personalities and podcast influencers, who build important connections with hundreds of communities across America;

We create and produce some of the most popular and well-known branded live music events in America, including the iHeartRadio Music Festival, the iHeartRadio Music Awards, the iHeartCountry Festival, iHeartRadio Fiesta Latina and the iHeartRadio Jingle Ball Tour;

iHeartRadio is the #1 streaming radio digital service in America;

Our social media footprint is 7 times larger than the next largest audio service; and

We have the only complete audio ad technology stack in the industry for all forms of audio, from on demand to broadcast radio, digital streaming radio and podcasting, which bring data, targeting and attribution to all forms of audio at an unparalleled scale. As a result, we're able to combine our strong leadership position in audience reach, usage and ad tech with powerful tools and insights for our sales organizations to help them build success for their clients at a more efficient cost than any other option.

Because we reach almost every community in America, we're committed to providing a range of programming that reflects the diversity of the many communities we serve – and our company reflects that same kind of diversity. Our company values stress collaboration, curiosity, welcoming dissent, accepting mistakes in the pursuit of new ideas, and respect for everyone.

Only one company in America has the #1 position in everything audio: iHeartMedia!

If you're excited about this role but don't feel your experience aligns perfectly with the job description, we encourage you to apply anyway. At iHeartMedia we are dedicated to building a diverse, inclusive, and authentic workplace and are looking for teammates passionate about what we do!

What We Need:

Looking for a new challenge? Join us as an Account Executive and leverage your proven goal-driven mindset, fast-paced work ethic, and exceptional client service skills. The ideal candidate is ready to hit the ground running and will successfully take advantage of all iHeart's platforms to exceed their clients' expectations.

What You'll Do:

As an Account Executive at iHeart, you'll learn the ins and outs of our Broadcast + Digital Marketing Products, identify and develop new business opportunities through in-person meetings with clients and research, consistent daily cold-calling, and cultivate existing business using our full suite of products. You will collaborate with internal partners to drive revenue, create effective marketing campaigns, and use your storytelling skills to deliver compelling sales presentations fueled by data to best meet your clients' expectations.

What You'll Need:

You should be self-motivated (a very "go-getter" attitude!), have excellent relationship-building and problem-solving skills, and communicate persuasively. When people describe you, goal-oriented, expert negotiator and proactive should be at the top of the list.

You should be able to plan and multi-task in a fast-paced environment.

Comfortable with cold-calling and initiating outreach to prospective clients as part of lead generation efforts.

A valid driver's license, auto insurance, and a High School Diploma (College Degree preferred) are required.

You should also be skilled in Salesforce, Microsoft Office and social networking platforms.

Strong problem-solving skills; by exercising these skills, you help business grow to the fullest potential.

Digital/Media Sales experience are a plus but not required.

The natural ability to organize and prioritize day-to-day depending on where the biggest priorities may be

Additional nice-to-haves include experience managing complex, multi-platform campaigns, analytics experience, iHeart and/or audio advertising background, and are well-connected in the market.

What you'll get

You'll have the opportunity for uncapped commission, and the ability to grow business across all categories on a local, regional, and national level no matter where you live

A 7-week onboarding program to immerse you in the suite of tools and products available to you

The potential to be recognized in our annual iHeartMedia CEO's Club and iHeartMedia President's Club programs

Access to competitive benefits including paid vacation and sick time, paid company holidays, a Spirit day to encourage the opportunity to more easily volunteer in their communities, company-paid mental health and financial education resources, 401(k) matching, learning and development resources, and career navigation support.

Access to additional perks include pet (they're part of the family!), disaster, and legal insurance, student loan refinancing, and discounts on merchandise, tickets to events, and more.

The support of fellow team members invested in your success.

Envision your first 30 days

Week 1: Complete our onboarding journey for a deep understanding of our company, job-specific trainings and spend time with your team.

Week 2: Spend more time with your manager to ensure you are aligned on work and communication styles, priorities, and any other expectations.

Week 3: Start "owning" your role and leaning into the real day-to-day, of course with your manager's support and advocacy!

Week 4: Prioritize a 30-day check-in to see what else you might need to be most successful in your new role.

Interested in learning more about iHeart and our platforms? Visit us at www.iHeartMedia.com to learn more about our company, www.iHeartRadio.com to access all your favorite music, radio, and podcasts, and download the free iHeartRadio app!

What You'll Bring:

Respect for others and a strong belief that others should do this in return
General understanding of business principles and sales environment
Interest in developing knowledge of business operations and sales concepts and techniques
Individual accountability and understanding of when to seek guidance
Skills managing assigned projects to completion
Understanding to resolve problems using established guidelines and professional judgement
Ability to communicate information about iHeart products in a digestible manner and to apply active listening skills to validate understanding of customer needs
Understanding of impact of your own decisions
Goal orientation and the ability to focus and prioritize

Location: Fairbanks, AK: 546 9th Avenue, 99701

Position Type: Regular / Full time / Salaried

Benefits:

iHeartMedia's benefits offering is flexible and offers a variety of choices to meet the diverse needs of our changing workforce, including the following:

Employer sponsored medical, dental and vision with a variety of coverage options
Company provided and supplemental life insurance
Paid vacation and sick time
Paid company holidays
A Spirit day to encourage and allow our employees to more easily volunteer in their community
A 401K plan
Employee Assistance Program (EAP) at no cost – services include telephonic counseling sessions, consultation on legal and financial matters, emotional well-being, family and caregiving
A range of additional voluntary programs, such as spending accounts, student loan refinancing, accident insurance and more!

We are accepting applications for this role on an ongoing basis.

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Non-Compete will be required for certain positions and as allowed by law.

Our organization participates in E-Verify. [Click here to learn about E-Verify.](#)

TO APPLY: https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/jobs/details/Account-Executive_Reg37847-4?locations=bf84075fd30b10a5b20f08fc9201c9c8