Discover Your Talent at Connoisseur Media in Anchorage, Alaska!

Come work with us! We have an immediate opening for an **Account Executive** selling our effective marketing solutions—including radio, event, and digital products and services—to small and regional businesses and advertising agencies to help clients grow. The ideal candidate has strong communication, presentation, and time-management skills, is outgoing and gregarious, and can sell to anyone! You will be dedicated to building and maintaining strong client relationships and representing the Company and our digital arm, **Connrex Digital**, in the marketplace.

To be successful in this role, you must be highly motivated, have previous sales experience, be goal-oriented, and demonstrate the ability to hold consultative conversations to generate and drive sales for our **Anchorage** cluster that includes **KAYO-FM 100.9, KBRJ-FM 104.1, KEAG-FM 97.3, KFQD-AM 750, KHAR-AM 590, KMXS-FM 103.1, and KWHL-FM 106.5,** as well as our digital company, **Connrex Digital**.

As an Account Executive, you will be responsible for:

- Successfully prospect new clients and close new advertisers utilizing multimedia campaign strategies.
- Understand and know how to consult within the digital landscape, from managed services such as SEO and SEM to outreach digital marketing, including tactics such as streaming audio, CTV/OTT, and other programmatic services
- Manage your book of business to both renew and grow current advertisers
- Lead the setup and execution of campaigns across multiple platforms.
- Participate in weekly sales meetings and training sessions.
- Outline and oversee a measurement strategy with results delivery both internally and externally.
- Stay informed about relevant media and advertising trends, as well as innovative solutions to bring to your advertisers.
- Provide consultation and educate advertisers and agencies on the best media product solutions and best practices to achieve results.

Here's what we're looking for:

- A minimum of two years of sales experience.
- A proven track record of delivering strong and consistent sales growth while consistently exceeding revenue targets.
- Experience with digital media, attribution platforms, and advertising metrics.
- Experience influencing decision-making with advertisers.
- Ensure the attainment of monthly, quarterly, and annual budget goals.
- Strong written and oral communication skills for presentations.
- Ability to thrive in a fast-paced, high-growth, rapidly changing culture and environment.
- The role requires an enthusiastic and hardworking person who exudes passion for Connoisseur Media's unique platform and value proposition.
- This position requires a fully insured personal vehicle and a valid driver's license.

Preference may be given to candidates who have the above experience plus the following:

- Experience in building strategic presentations and dynamically presenting them to clients.
- Experience and knowledge of G Suite programs.
- Bachelor's Degree in a related field.
- Prior industry experience.

Benefits:

Connoisseur invests in people who invest in themselves and offers employees a competitive package of health and welfare benefits.

- **Comprehensive Benefits Package:** Medical, Dental, and Vision. Supplemental Life Insurance, AD&D Coverage, STD, and LTD coverage.
- **Paid Time Off:** 17 PTO days and 10 company holidays.
- **401(k) Retirement Plan:** Employer matching to support your future financial goals.
- **Employee Assistance Program:** Free support services for you and your household.

Discover Your Passion at Connoisseur!

We are **Connoisseur Media,** a broadcast and digital media company serving audiences, advertisers, and local communities. Recognized as one of the top 10 radio broadcasters in the U.S., we operate 169 radio stations in 36 markets and run a growing digital marketing business. From music and news to community events, we create media that matters. Through **Connrex Digital**, we help brands thrive with smart

strategies, engaging stories, and expert PR. At our core, people are our passion and the heart of the Company, and we're proud to be community-minded, with employees who love getting involved and making a difference.

Connoisseur Media is an Equal Opportunity Employer and participates in E-Verify. All qualified applicants will receive consideration for employment without regard to any characteristic protected by law.

If you need an accommodation to complete the application process, please contact us at 1-877-459-5750 or recruitment@connmedia.com and include your full name, contact information, and the accommodation needed to assist you with the application process.

Apply Online: https://connoisseurmedia.com/career-openings/