

## **Media Sales Executive**

Easy 99.1 WPLM, Plymouth Rock Broadcasting Co

### **Media Sales Executive**

Plymouth Rock Broadcasting is looking for a motivated and driven individuals to join our team. This position involves meeting with local business owners and agencies to provide advertising solutions in partnership with Easy 99.1, WPLM. . Three + years in a media sales environment is preferred.

### **Responsibilities**

- Prospect and call on qualified local and regional businesses.
- Create and maintain relationships with advertising partners
- Strive, manage and meet monthly goals set by sales manager
- Meet with advertising prospects to analyze advertising and business needs
- Create advertising campaigns that include radio, promotions, commercials, endorsements and sponsorships.
- Dedicate time to learn about industry trends and new media opportunities.

### **Qualifications**

- Must be friendly and possess a proven ability to develop, grow and maintain client relationships.
- Must have great work ethic and be self-motivated.
- Some sales experience necessary. Media sales experience preferred.
- Communications knowledge of television, radio and digital advertising, helpful.
- Ability to take direction and adapt quickly to new environment and lessons
- Computer proficiency and comfortable using Microsoft Office programs including Word, Excel, PowerPoint
- Effective written and oral communications skills

The ideal candidate must be an extremely motivated, organized, fearless, self-starter who loves to help their clients grow. Are you enthusiastic with a strong passion to succeed? If so, please send your resume to Deborah Soares, General Sales Manager, 17 Columbus Road, Plymouth, MA 02360 or to [deborahs@easy991.com](mailto:deborahs@easy991.com)