



ACCOUNT EXECUTIVE/SALES REP

Franklin, PA

Job Position: Account Executive/Sales Rep

Description: Forever Media, Inc. is seeking a self-motivated, goal-driven individual with knowledge of, and a desire to work with, local business owners throughout NWPA, helping them to grow their business through the power of local radio. The account executive will identify client needs prior to proposing advertising recommendations, conduct market research, plan and execute creative branding and promotional campaigns, and assist in driving results for advertisers.

Responsibilities: Account Executives are responsible for developing new business, maintaining and servicing accounts, and reactivating inactive accounts. They will work to grow revenue by developing strong partnerships with existing and potential advertisers to assist in increasing sales, traffic count, and visibility through the use of local radio, promotional opportunities, digital and interactive initiatives. Prior sales or marketing experience is preferred along with a willingness to learn. Strong communication and presentation skills are required as well as the ability to work in a fast-paced, team-focused environment. Candidate must possess a valid driver's license.

**Experience/
Qualification:**

Outside sales experience is preferred but not required. Successful candidates must possess exceptional communication, presentation and negotiation skills, must be self-motivated, goal-driven, passionate and creative with the ability to multi-task in a fast-paced environment. Candidates must possess a valid driver's license, registered vehicle, and vehicle insurance.

If you think you have what it takes to be a member of our **Franklin, PA** team, email your resume and cover letter today to: careers@forevermediainc.com.

Forever Media is an Equal Opportunity Employer. Forever Media, Inc., its affiliates and their Radio Station(s) do not and shall not discriminate, in any way on the basis of race or gender, respecting their employment or advertising practices.