

COMPANY NAME: Arizona Lotus Corp

JOB TITLE: Sales Account Executive HM

JOB DESCRIPTION:

We're looking for smart, self-motivated, sports minded individual to represent and sell advertising on La Caliente and La Buena radio. We prefer applicants to have at least one-year's experience in the sales field, but not absolutely necessary, we will train you. This is a great career opportunity for people with a desire to succeed. Applicants must be at least 18 years of age and have a valid AZ driver's license. It's a plus if applicants have bi-lingual proficiency.

As an Account Executive at Arizona Lotus Corp., you must be able to work within a structured sales environment that requires a high level of organization, focus and flexibility. You must also be able to work closely with other employees to help form a cohesive team.

Job Responsibilities:

- New Business Development
- Handle outside sales calls
- Possess excellent phone contact skills as well as the ability to perform informed cold calls
- Prospect customers using a regimented sales system
- Attract and close advertisers to sell products and services using proven reach and frequency methods
- Provide input on sales promotion ideas to sales management
- Retain current business and increase share (if applicable)
- Present marketing/advertising ideas to area businesses
- Sell commercial advertising time and other station products to local advertisers
- Attain budgeted revenue goals through effective solicitations, promotions and service
- Understand the business objectives and advertising strategies of clients and find ways to help them achieve their objectives through effective advertising
- Subscribe to daily, weekly and monthly accountability requirements of our sales system

SALARY: Commission Based

APPLICATION QUALIFICATIONS:

- Passionate about radio
- Strong organizational, written and presentation skills
- Competitive, energetic and self-starter
- Ability to overcome objections
- Enjoy a fast-paced environment with a desire to win
- Maintain a professional appearance
- Valid AZ driver's license

HOW TO APPLY: kcmt.com/careers or in person at 3871 N. Commerce Dr. Tucson, AZ 85705 M-F 10a-5pm

DATE: 1/4/2023

2797 E Ajo Way, Tucson, AZ
85713

BusinessServices@pima.gov

Equal Opportunity

Employment/Program:

Auxiliary aids and services are available upon request to individuals with disabilities