

91.3 FM The Summit - Akron Area Sales Rep

The Summit is seeking Akron/Canton Area Sales Representative

91.3 FM Akron/Canton is seeking a sales representative to secure business underwriting from regional businesses and organizations.

This commission-based, contracted sales position is responsible for targeting potential corporate sponsorship of music programming and digital assets. In addition to prospecting for new businesses, they will manage current accounts to ensure timely collection and increase renewal revenue.

The sales representative compiles personal weekly sales and activities reports, works remotely with the Sales Director to ensure that contract confirmations are accurate and that sponsorship announcements are written, approved, scheduled and run appropriately.

Other opportunities include working with other station departments including marketing, events and programming as necessary.

Qualifications:

At least two years of hands-on experience in sales, corporate promotion, or marketing required. Experience with selling radio advertising will be an asset. Experience in public radio or television will be an advantage. Familiarity with copywriting and general database systems will be helpful as well.

Interested – email your resume to laura@thesummit.fm

No phone calls please

