



Job Posting

JOB TITLE: Sales Representative - Outside Business to Business Radio Advertising Sales

JOB DESCRIPTION:

Are you a hunter? Do you like working with like-minded sales professionals and managers whose sole focus is finding and closing new customers? If so, read on.

Cumulus is on the lookout for exceptional candidates to help drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. Unlike other media sales organizations, we don't wait for the phone to ring. We target thousands of local companies with a highly tuned business-category focus and we introduce these companies to the power of radio.

Responsibilities include: prospecting/cold calling, setting appointments with prospects, client presentations, and delivering a sales quota. Because Cumulus has a systems approach to sales, you must have a deep appreciation for process, performance measurement, employee development, and a results-oriented sales approach.

JOB REQUIREMENTS/SKILLS/EXPERIENCE/QUALIFICATIONS:

- New business to business experience preferred with recognition as top-performer
- Minimum of 1 year outside sales experience required; 2 or more years preferred with ability to penetrate new business categories.
- Strong understanding of lead generation, CRM/SFA and account management
- Cultivation of long standing client relationships
- Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet). Strong computer skills needed.
- Bachelor's degree preferred.
- Courage, confidence, empathy, enthusiasm, detail oriented, professional, integrity, initiative, creative, organized, flexible, outgoing, personable, passionate, excellent communication skills and willing to learn.
- Valid driver's license and vehicle required.
- Familiarity with the Central PA business community and media sales experience helpful.

Our Sales Representative positions enjoy:

- Competitive Pay
- Medical, Dental & Vision Insurance Package
- Paid Vacation & Holidays
- Career Advancement Opportunities

Cumulus is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.

Apply to:

Sales Representative
Cumulus Media Harrisburg
2300 Vartan Way, Suite 130
Harrisburg, PA 17110
717-238-1041

OR

Email:
Karen Richards – Sales Manager
karen.richards@cumulus.com