



Position Open: **Senior Account Manager**

About Us:

At Results Broadcasting, our mission is clear: drive business growth for our local advertising clients while captivating and engaging our audience. We are a team of passionate individuals dedicated to delivering compelling advertising solutions that yield exceptional results. Join us in our pursuit of excellence and be part of a dynamic team focused on creating unparalleled experiences for both our clients and our audience.

The Opportunity:

Stepping into an established client base, this role as a Senior Advertising Sales Manager is ideal for a seasoned professional with a proven track record in sales. You'll leverage your expertise to connect with new clients, craft compelling advertising strategies, and ultimately drive impactful business outcomes for our local partners.

Your Role:

As a Senior Advertising Sales Manager, you'll be at the forefront of empowering local businesses through innovative advertising solutions. Your responsibilities will include:

- Championing radio and online advertising products to key companies across Langlade County and surrounding communities.
- Crafting and delivering comprehensive marketing plans through face-to-face presentations.
- Cultivating genuine connections via phone, email, and professional networking.
- Analyzing client success metrics and guiding businesses on optimizing their local advertising strategies.
- Nurturing enduring client relationships by understanding their needs, showcasing the benefits of our offerings, and recommending tailored solutions.

Qualifications:

To excel in this role, you'll need:

- 5+ years of demonstrated success in a sales-driven environment, preferably in advertising or media.
- Rapid assimilation of new concepts and a data-driven, ambitious mindset.
- Exceptional written, verbal, and presentation skills, along with a strong aptitude for relationship management.
- Proven experience in account management, showcasing your ability to maintain and grow client accounts.
- A passion for education and sales, coupled with a solution-oriented approach even in challenging situations.

What We Offer:

We provide a comprehensive benefits package designed to support our team in delivering impactful advertising solutions. Join us in our mission to empower businesses to thrive through effective advertising strategies.

Email cover letter and resume to **Don@RB-DigitalMedia.com** please reference **"Senior Account Manager"** in subject line.

Results Broadcasting, Inc. (WACD WATK) is an Equal Opportunity Employer