

Cumulus Media | San Francisco sales is looking to hire a dynamic forward-thinking *mid to senior level Account Executive* who is seeking a strong career opportunity in outside local sales and has the keen ability and determination to sell the power of our audiences through various platforms: on-air, digital, mobile and event. Candidates must have the ability to develop/retain new business, secure face-to-face qualified sales calls, manage/grow account portfolios, prioritize their day/work assignments, meet deadlines, sales budgets, and deal effectively with other departments. Professional training will be provided immediately including but not limited to prospecting, cold calling, sales presentations, negotiating and closing skills, media knowledge, event and digital sales, and coverage of topics such as agency strategy and client level selling.

What we offer:

- An opportunity to embark on a career with a fast growing media company in the U.S.
- Recognition and reward for outstanding performance
- Competitive pay and the ability to increase income
- Benefits, vacation, and paid holidays offered for all full time employees
 - Benefits Include: Medical, Dental, Vision, Health Savings Account (Company Match), 401K (Company Match), and Life & Disability coverage

Who we are:

Cumulus Media San Francisco is home to six of the Bay Area's favorite radio stations – KNBR 680 & 1050, KFOG, KSAN (107.7 The Bone), KGO, and KSFO. Our award-winning stations feature Music that Matters on KFOG; Classic Rock on The Bone; and the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR, The Sports Leader. At Cumulus San Francisco we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

Cumulus owns and operates 446 radio stations in 90 U.S. markets, as well as Westwood One Networks, serving over 8,000 stations worldwide. Over 225 million people per week engage with a Cumulus or Westwood One asset making it an exciting and unique career opportunity! We are constantly creating new windows for success and strive to provide world class tools to help you succeed and reach your full potential as an employee.

For more information about Cumulus Media, please visit www.cumulus.com/careers

Cumulus Media is an Equal Opportunity Employer (EEO).