

**Cumulus Media | San Francisco** is looking for a dynamic, self-motivated **General Sales Manager** for KFOG-FM and KSAN-FM. The ideal candidate provides leadership to station's local sales efforts by giving direction, training and feedback to the sales team. The sales manager assists account executives in prospecting, developing and maintaining direct and new business, as well as local agency business, to assure established sales goals are met.

We are looking for someone who lives by our FORCE Cumulus values; WE are Focused, Responsible, Collaborative and Empowered! If you are looking for a great culture and professional environment, then Cumulus could be the home for you.

### **Who We Are:**

**Cumulus | 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 Rock on KFOG; Classic Rock on The Bone; the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR the Sports Leader and compelling talk and information on KGO and KSFO.

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.

### **Key Responsibilities:**

- Develop and implement a sales plan that will meet station's revenue goals with emphasis on customer-focused selling to direct, new direct, vertical categories, digital, NTR, station features and major account sales
- Identify, recruit, train, coach, manage and develop high-performance Sales talent and build a successful team to ensure continued top-line growth
- Maintain an ongoing recruitment effort to ensure a top quality team, always having a bench of 3 or more candidates
- Attend high profile account presentations; provide coaching and leadership to the sales team
- Conduct regular one-on-one meetings with Sales Team members to evaluate pending business for conversion and note in CRM accordingly
- Participate and lead Sales staff meetings and training sessions
- Manage inventory and reporting in Stratus/Wide Orbit
- Manage administrative functions connected with forecasting revenue, rate, pricing and order approvals
- Actively participate in business & community associations with the intention of developing extensive relationships with local influencers and decision makers
- Develop and build relationships with clients by providing quality customer service
- Lead communication with other departments to assure quality service when placing orders and arranging promotions
- Oversee special event sales

- Provide managerial assistance in local and national rate negotiations, sales plans and budgeting
- Develop creative, solution oriented, customer-focused revenue programs and ancillary sales projects
- Oversee and manage expenses of the Sales organization

**Qualifications:**

- A minimum of five years of steady progression as a sales leader in broadcast sales and sales management with a proven track record of success in the radio industry
- Proficient in all aspects of radio and digital sales, including budgeting, accurate forecasting, use of quantitative/qualitative research, event development, and multiple-platform/integrated sales expertise
- Familiar with the management of CRM systems, budget procedures, daily sales accountability and recognition programs, inventory management and collections procedures
- Bachelor's Degree in Business, Communications, Marketing or related field is preferred
- Proficient in Microsoft Office suite, social networking platforms
- Highly developed training and coaching skills including; skills in organization, delegating, interviewing and motivating sales people
- Demonstrate high energy level and achievement-oriented attitude toward sales, sales training and education, and client relations
- Excellent presentation skills
- Flexible and creative
- Digitally savvy

**What we offer:**

- Competitive pay with performance based bonus structure
- Professional growth and career path
- Focused, responsible and collaborative work environment
- Recognition and reward for outstanding performance
- Medical, Dental & Vision Insurance coverage
- 401K with company match
- Paid Vacation & Holidays

For immediate consideration, please visit [www.cumulus.com/work-here/](http://www.cumulus.com/work-here/)

For more information about Cumulus Media, Inc., visit our website at: <https://www.cumulus.com>

**Cumulus Media, Inc. is proud to be an Equal Opportunity Employer (EOE).**