



ACCOUNT EXECUTIVE

Ready to be a radio sales superstar?

Iliad Media Group helps local businesses be heard on the radio and found online with stories that make customers eager to buy. We are locally operated and 100% employee-owned, which means we can do more for our listeners, clients, and employees than any other media group – because we own the place. We are looking to grow our sales team with someone who is confident, outgoing, and excited to help local businesses achieve their goals with the best radio stations in Boise.

In the **Account Executive** role, your focus is on generating incremental revenue for the company year-over-year. You prospect, pitch, and close deals with local businesses who want to connect with our radio listeners. You take great care of existing clients and grow them. The more radio advertising you sell, the more money you make.

Things we would need you to do:

- Use research and judgment to identify local businesses who could use our help and be persistent about scheduling meetings.
- Ask challenging questions and listen thoughtfully to determine what problem each business is looking to solve.
- Give each business a clear plan on how you can help solve their problem with strategic radio advertising.
- Call them to action by asking for the sale and sending a quote for signature.
- Work collaboratively with our internal team to deliver highly effective radio campaigns – select digital too.
- Super serve every client so they can't imagine not renewing and growing their relationship with us.

Things you can expect from us:

- A positive work environment where work-life balance is encouraged.
- Competitive compensation and benefit plans, including paid time off, 401K, and beneficial employee-ownership.
- Company funded medical, dental and vision insurance that covers 100% of employee premiums and 25% of dependent premiums.
- Ongoing training and development.
- Supportive co-workers and management.



This may be a rewarding career choice if:

- You enjoy a fast pace.
- You are goal-oriented, competitive, driven to win.
- You are a natural problem solver.
- You like meeting and partnering with local businesses.
- You are resourceful, self-sufficient, self-disciplined..
- You are a team player who plays nice with everyone.
- You are a masterful communicator, with an attention to detail.
- You value integrity, creativity, and putting people first.
- You are smart, fun, and caring.

So, if you can demonstrate (at a minimum):

- You have 2+ years B2B outside sales experience.
- A history of successfully reaching sales goals.
- The ability to confidently present to prospects and clients.
- A positive attitude and outlook on life.

Or, even better:

- You have 2+ years marketing experience.
- You have 5+ years B2B outside sales experience.
- You've successfully developed and managed a book of business billing \$1 million or more annually.
- You can't wait to lend your talents to Idaho's #1 radio cluster.

And just thought to yourself, "Wow, that's me!", we'd like you to apply now.

Job Type: Full-time

Base Salary: \$60,000.00 to \$65,000.00 / year
Plus monthly bonus and commission opportunities

"We are an Equal Opportunity Employer. It is our continuing policy to afford equal employment opportunity to qualified individuals regardless of their race, color, religion, sex, or sexual orientation, national origin, age or physical or mental disability, veteran or disabled veteran status, and to conform to applicable laws and regulations. We solicit assistance on these openings and future openings. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the position."