

## FULL-TIME OPPORTUNITY

### ACCOUNT EXECUTIVE – CLIENT SOLUTIONS

#### **Discover Your Talent.**

Connoisseur Media of Frederick MD is seeking full-time Account Executives with traditional or multi-media experience.

This is a unique opportunity for individuals with diverse or media sales knowledge and experience. If you have three or more years of successful radio, cable, digital or *broadcast TV* sales experience in the FREDERICK, BALTIMORE OR DC Metro's then you could earn much more income working for the TOP media company in the market. Connoisseur Media is currently interviewing for the right individuals to develop new and existing accounts. Do you have a great work ethic? Are you creative? Do you have a passion for helping local businesses grow their customer base? Can you easily demonstrate what it means to be proactive and *professionally persistent*? Then we want you to join our Client Solutions team and put your skills to work!

The successful Account Executive works with the management team to generate, maintain and grow new business, as well as increase revenue of existing accounts to meet annual revenue goals for its media properties. Responsibilities will include selling Broadcast Airtime, Event Sponsorships, Digital Advertising, and other related forms of advertising. This is a great opportunity for a self-starter/motivator.

#### Qualifications:

- Professional appearance and demeanor.
- Have strong interpersonal skills, strong written and verbal communication skills, excellent grammar.
- Exhibit strong initiative to prospect for new business, working knowledge of research and data.
- Strong organizational skills, with ability to effectively prioritize and manage to deadlines.
- Oversee plan execution and analysis, strong problem-solving and analytical skills.
- Strong client service relationship building and cultivating skills.
- Prepares and delivers effective sales presentations.
- Work with management on leveraging the marketing tools/ portfolio to grow the market share.
- Candidate must drive their own vehicle and maintain a valid and clean driver's license with state mandated auto insurance.
- Bachelor's Degree preferred. Media Sales experience is a must.

#### **Discover Your Passion.**

We are Connoisseur Media. We are a forward-thinking media company positioned to provide content where the audience wants it, how they want it delivered and in the way they want to use it. As the world evolves and technology advances, we continue to grow our platform enabling us to further engage our audiences in exciting ways that also provide our advertisers new, intriguing interactive methods to reach consumers. The "Connoisseur Way" is all about unparalleled customer service. Our expert media marketing team specializes in designing creative multi-platform marketing solutions. Whether it's on-air, on-line, or on-the-go, our Radio and interactive digital, mobile, social, and event marketing solutions help our customers grow their businesses and increase their market share. The company currently operates 13 radio stations and various digital brands in 5 markets – Frederick, MD, Nassau-Suffolk, NY, and Bridgeport, New Haven and Stamford, CT.

#### **Invigorate Your Career.**

Only Qualified candidates should apply by sending their resume to [sales@connoisseurMD.com](mailto:sales@connoisseurMD.com) with "Account Executive" in the subject line. We are not looking to utilize recruiters to fill this position.

Connoisseur Media is an Equal Opportunity Employer encouraging diversity in the workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, veteran status, marital status or any other characteristic protected by law.