



Account Executive Job Posting

Forever Media is a local leader in the radio and digital advertising industry, committed to delivering quality solutions to our clients. We are seeking dynamic and self-motivated individuals to join our expanding outside sales team in the Pittsburgh Metro area.

In this role, you will be working with local business decision makers and are responsible for identifying and closing sales opportunities, managing client relationships and driving revenue growth through radio and digital advertising and promotional solutions.

Your Focus

- Identify and pursue new sales opportunities
- Develop and maintain strong relationships with new and existing clients
- Discover client/prospect needs. Present and sell advertising solutions using our radio and digital assets.
- Meet or exceed short and long-term sales targets
- Be fully engaged in the use of Forever Media's software, policies and procedures
- Stay informed about our industry and the local competition

Preferred candidates

Must have:

- A valid driver's license, daily access to a registered vehicle and vehicle insurance

Should have:

- Excellent communications, negotiation and closing skills with a results driven approach
- A proven track record in sales, preferably in advertising
- The ability to:
 - Thrive in a fast-paced and target-driven environment
 - Understand client needs and then present and close tailored solutions
 - Work independently as well as part of a team
- Familiarity with radio and digital advertising platforms is a plus but not required. We train.

Why Join Forever Media

- Be part of a media company with over 30 years of experience that has a positive reputation in the industry and the local community
- Well-known radio stations (Froggy - Country, Pickle - Classic Hits) in our communities
- Competitive compensation and commission structure with an attractive benefits package
- Opportunity for growth and development in a helpful and encouraging team environment
- Ongoing training and coaching

Ready to make an impact and join our team at Forever Media?

Send your resume to careers@forevermediainc.com. Please include **Pittsburgh Metro** in the subject line.

Forever Media, and its affiliates and their Radio Station(s) do not and shall not discriminate, in any manner on the basis of race, ethnicity, religion, gender, or age respecting their recruiting, employment or advertising practices.

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