

**Guaranty Media** is seeking a creative and motivated Senior Digital Media and Radio Account Executive to join our sales team for its cluster of four radio stations, digital properties, event sponsorships, and video opportunities.

**Daily Job Duties Include, But Not Limited To:**

- Proactively identifying new business opportunities through cold calling, networking, marketing, referrals, and prospecting
- Selling and exceeding established revenue goals
- Building relationships and developing long-term partnerships with clients
- Communicating with clients and gathering information about a project's scope, budgets, and timelines
- Meeting with other executives to discuss clients' project goals, progress, and outcomes
- Developing budgets and timelines for clients

**Required Skills and Qualifications:**

- 5-10 years of sales/marketing experience in digital media or radio
- Strong written, verbal, and interpersonal communication skills
- Ability to confidently make cold calls to build pipelines
- Planning and closing skills
- Networking and negotiation skills
- Organization skills
- Time management skills
- Experience with customer relationship management (CRM) tools
- Ability to learn and adapt quickly
- Teamwork skills
- Strong customer service skills
- Highly self-motivated
- Ability to multitask and work efficiently and effectively to meet required deadlines
- Budget management
- Familiarity with sales techniques
- Account management
- Ability to work in a team environment

**Why you want to work with us:**

- Competitive 401k retirement matching
- Medical, dental and vision insurance plus enrollment in our wellness program

- Company paid Short-term and long-term Disability and life insurance
- Paid Time Off and Holidays
- Paid day of service for a non-profit of your choice
- Voted Best Places to Work for the past 3 years

Guaranty Media provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.