



## Job Description

SuperTalk Mississippi Media is seeking a full-time outside media sales account executive for its Gulf Coast radio group, which includes 103.1 SuperTalk Mississippi MS Gulf Coast, 97.9 WCPR Rocks, 105.9 The Monkey, G-96.7, and 106.3 BOB FM. For this position, candidate must live on or be willing to relocate to the Mississippi Gulf Coast.

The ideal candidate is an experienced, self-motivated sales professional who excels at developing and selling advertising and marketing campaigns to new and existing clients. With an emphasis on new business development, the marketing consultant will be able to offer clients a wide variety of SuperTalk Mississippi Media products, including advertising on their on-air, non-traditional, and digital platforms. The ideal candidate must possess a chaser mentality with cold calling and prospecting experience, a proven ability to negotiate and close deals with a high level of success, and the ability to easily build and maintain client relationships. This individual must also have excellent written and oral communication skills and know how to identify, develop, and present customized solutions to clients.

## Qualifications

- Must have 2+ years sales related experience; outside and media sales experience preferred
- College Degree preferred
- Basic proficiency of MS Office (Outlook, Word, Excel, and Power Point) required
- Excellent oral and written communication skills required
- Strong sales acumen and proficiency in all phases of the sales cycle and new account development
- Ability to perform independently in a fast-paced sales environment
- Proven experience growing and maintain a sales portfolio
- A valid driver's license, reliable transportation, and proof of insurance is required

## What We Offer

Qualified applicant will earn a base salary and commission and be eligible for group health insurance and other benefits, including 401k. Compensation is based on experience and there is an unlimited earning opportunity for a candidate willing to prospect and develop business on a daily basis.

## About SuperTalk Mississippi Media

SuperTalk Mississippi Media is Mississippi's leader in news, politics, sports, music, and all things Mississippi. With four statewide radio networks, 12 talk stations, 16 music stations, SuperTalk TV, and over 45 affiliates, SuperTalk Mississippi Media covers every inch of Mississippi. To learn more about SuperTalk Mississippi Media, please visit [supertalk.fm](http://supertalk.fm).

## EEO Statement

SuperTalk Mississippi Media is an equal opportunity employer.

Job Type: Full-time