



SALES ACCOUNT EXECUTIVE

KAKE, the ABC affiliate in Wichita, is currently seeking a professional salesperson to assist Kansas business owners in achieving their marketing objectives utilizing KAKE, MeTV Kansas and a broad suite of digital advertising solutions. The ideal candidate will be self-motivated, creative, determined, entrepreneurial, and possess strong communication and presentation skills.

DUTIES AND EXPECTATIONS:

- Recruit new advertisers by researching prospective companies and developing relationships with local business owners and their employees built on trust
- Retain and develop current customer business
- Develop consultative marketing plans to meet advertisers' needs utilizing our broadcast and digital marketing solutions
- Assist in the development and production of advertising campaigns
- Forecast accurate revenue projections
- Provide the best Customer Service possible
- Serve as a representative of KAKE to the community

QUALIFICATIONS:

- Strong communication, analytical, and presentation skills
- 2 years prior outside sales experience with a successful track record – Broadcast media sales or digital marketing experience is preferred
- Proficient using Microsoft Office suite of computer programs
- Good driving record and reliable transportation for visiting clients
- Enjoy a fast-paced environment with a focus on our clients' results

Our Account Executives receive a full benefits package including health and dental insurance, 401k, paid vacation, and monthly cell phone stipend.

Interested candidates can apply to:

Lori Johnson, Business Manager
KAKE
1500 N. West Street
Wichita, KS 67203
ljohnson@kake.com
No phone calls please

Lockwood Broadcast Group and KAKE provides equal employment opportunities to all employees and applicants for employment. Pre-employment drug test is required along with a background screen as allowed by federal, state, and local laws and regulations.