



COMPANY: BICOASTAL MEDIA
LOCATION: LONGVIEW, WA
PRIMARY INDUSTRY: RADIO
POSITION: MEDIA SALES MANAGER
SALARY RANGE: \$60,000-70,000
OPEN DATE: 11/28/23
CLOSE DATE: WHEN FILLED

Sales Manager-Bicoastal Media Longview (radio and digital advertising sales)

In the Selling Sales Manager role at Bicoastal Media Longview, your primary duty will be to achieve or exceed market revenue goals and lead the development of members of the sales team. Advertising sales experience preferred. Current Account Executives ready to move are encouraged to apply for this position.

Bicoastal Media offers our clients digital assets along with our radio formats.

Responsibilities including but not limited to:

- Lead and prepare for weekly sales meetings
- Attend meetings with account executives with their clients
- Help create revenue generating sales ideas for broadcast and digital advertising
- Lead, manage and hold sales team accountable
- Handle and grow personal account list
- Have passion, energy and enthusiasm to help clients achieve their business goals

Qualifications:

- Comprehension of overall marketing opportunities including digital and broadcast
- Strong verbal and written communication skills
- Microsoft 360 Office Suite proficiency

This position offers a 401K Plan, Health, Life Insurance, and vacation time.

Pay range: 60k to 70k per year