



**COMPANY: SALEM MEDIA GROUP**  
**LOCATION: SEATTLE, WA**  
**PRIMARY INDUSTRY: MEDIA**  
**POSITION: DIGITAL MEDIA STRATEGIST**  
**OPEN DATE: 5/4/23**  
**CLOSE DATE: WHEN FILLED**  
**FULL TIME**

**Salem Media Group Seattle** is looking for a digital-savvy, highly motivated sales professional to join our advertising team. This person will sell multi-media marketing solutions, including digital, broadcast and events sales, to local small-to-medium-sized businesses (SMBs).

We simplify the marketing process for our customers while helping them understand their advertising options all while using best-in-class tools! **In short, we help our customers grow their business.**

*If this sounds intriguing, then we'd love to hear from you and tell you more!*

**Responsibilities:**

- Prospect for qualified local and regional businesses; present and close appropriate marketing solution programs.
- Deliver compelling advertising presentations and strategic plan that address client objectives
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets
- Follow accountabilities set forth by your sales manager to help guide you to success achieving monthly sales quotas consistently

**Qualifications:**

- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate and enthusiastic, enjoy the thrill of the hunt by bringing in new business
- Track record of exceeding sales goals
- Proficiency in prospecting and effective listening skills
- A College degree is a plus; with 1-2 years of sales experience, preferred
- Great problem solving and analytical abilities and strong business acumen
- Strong understanding of the local market, marketing concepts, and digital medi
- Knowledgeable of Digital products & applications such as:
  - a) Search Engine Marketing / Audience and Search Retargeting / Search Engine Optimization      Social Media Management and Marketing /

Digital (Programmatic) Display / Website Development / Live Chat /  
Email Marketing

**Benefits:**

- Competitive pay structure based on experience
- Health, dental, vision and life insurance
- Matching 401k retirement plan
- Paid holidays and vacation time

Come see how Salem is DIFFERENT and why we've been certified as a "Great Place To Work" and as a "Best and Brightest" equal opportunity employer.

**Contact**     [Apply On-line at https://salemmedia.com/](https://salemmedia.com/)  
[Click on Careers on the top right-hand side](#)  
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