



COMPANY: KXLY
LOCATION: SPOKANE, WA
PRIMARY INDUSTRY: RADIO
POSITION: LOCAL SALES MANAGER – RADIO AND DIGITAL
OPEN DATE: 10/6/23
CLOSE DATE: WHEN FILLED
SALARY: \$ \$90,000 - \$130,000/year which includes a base salary + supplemental pay including bonus and commission.

About this opportunity:

Do you love helping businesses grow? Do you want to develop a team that excels at uncovering marketing objectives and building integrated solutions? This is a rare and exciting opportunity to grow and manage a direct sales force and be part of our "best in class" sales management team in Spokane.

What your career entails:

As a Local Sales Manager you will work in conjunction with the General Sales Manager to manage the local radio and digital sales department. Use independent judgment and discretion to develop strategies to attain sales revenue and goals. Lead a team of people on our existing local sales staff and develop new business by prospecting, quantifying, doing CNAs, and presenting solutions to businesses. This will be a selling manager role; we are looking for someone hands on that can go out and close integrated radio and digital deals with AEs as well as close deals themselves.

What the job requires of you:

- 3+ years of radio and digital sales experience
- At least 2+ years of sales management experience in the broadcast or digital space
- Strong understanding of digital advertising
- Proven success in managing a successful team and exceeding sales goals
- Ability to recruit, train and develop new Account Executives

Why Work for KXLY Radio Group / Phase 3 Digital?

We care about you and your life outside of work just as much as we value the work you do. As a Morgan Murphy Media company, we are a well-established, well-respected leader in the Spokane market with some of the highest rated local radio stations and a growing full service digital marketing agency.

What you'll get in return:

You'll get a supportive work environment with co-workers and managers who value your work, your time, and your perspective. We are committed to maintaining a culture where

employees can flourish and grow, professionally and personally. In fact, **80% of our senior leaders were promoted** from within the company. We offer an extensive sales training program, and you will work alongside some of the most talented colleagues in the broadcast industry, at all levels of their career, who are passionate about what they do it and why they do it.

Pay range: The compensation range for this role is \$90,000 - \$130,000/year which includes a base salary + supplemental pay including bonus and commission.

Benefits: We offer employees and their families medical, dental, vision, prescription, life insurance and Employee Assistance Program benefits. Employees are also offered long-term disability insurance, flexible spending account, 401(k), health savings account, and paid time off including 80 hours of vacation following 1 year of service, up to 80 hours of sick time per calendar year depending on start date, 2 personal days and 9 paid holidays.

What's next? To apply on-line and include your resume and link go to:
<https://morganmurphymedia.com/current-openings/>

KXLY IS AN EQUAL OPPORTUNITY EMPLOYER