



COMPANY: KXLY TV
LOCATION: SPOKANE, WA
PRIMARY INDUSTRY: TV
POSITION: GENERAL SALES MANAGER
OPEN DATE: 8/23/23
CLOSE DATE: WHEN FILLED
SALARY RANGE: Salary base of \$135,000 with opportunities to achieve \$190,250 with performance based bonuses

FULL TIME

About us:

KXLY TV & Phase 3 Digital, your local ABC affiliate in the Spokane/CDA market of Washington State, is part of Morgan Murphy Media. We are a family-owned, people-first business and our communities are at the core of what we do and who we are.

About this opportunity:

Morgan Murphy Media-Spokane, WA (KXLY TV and Phase 3 Digital Agency) is seeking an experienced media sales professional to join one of the few family-owned media companies in the country.

Becoming part of a family-owned company gives you the opportunity to be an integral part of our success, and to be recognized at the highest levels of the company!

If you're the type of leader who inspires others to reach higher and has a proven track record of creating multi-media advertising solutions that lead to lasting customer relationships, we want you to lead our Sales Department!

We'll also want to know about your experience with budgeting, managing inventory, recruiting, on-boarding, coaching, and meeting revenue goals.

What you'll do:

- Manage and guide the sales and commercial production staff towards achieving station goals on all platforms
- Develop and implement sales strategies, institute action plans and monitor progress
- Create and manage new business and non-traditional revenue campaigns
- Work directly with clients to develop effective advertising strategies
- Work with General Manager and other department managers to accomplish station objectives
- Collaborate with sales management from other MMM markets to meet and exceed company-wide goals

What you'll bring:

- Five years of broadcast sales management experience preferred
- Experience with transactional, local business development, digital and multi-platforms sales
- Proficiency in Microsoft Office and Excel

What KXLY/Phase 3 Digital offers:

- We're a dynamic and progressive family-owned business that values our employees, our culture and our community
- We are a team of talented and creative professionals. Who wouldn't want to work with the best in the business?
- We are committed to maintaining a culture where employees can flourish and grow, professionally and personally
- We offer very competitive compensation and benefits to successful candidates who are motivated to become future industry leaders
- Our robust benefits package includes medical, dental, vision, prescription, life and long-term disability insurance, EAP, flexible spending account, and 401(k)
- Time off work/life balance is important to us. We provide vacation days, sick days, personal days and 9 paid holidays
- Salary base of \$135,000 with opportunities to achieve \$190,250 with performance based bonuses.

What's next?

If you're a motivated and dynamic sales leader ready to take on a pivotal role in driving our company's growth and have a little fun, we'd love to have you on our team. To apply on-line, click below and include your resume and link! <https://morganmurphymedia.com/current-openings/>

KXLY IS AN EQUAL OPPORTUNITY EMPLOYER