



COMPANY: KXLY
LOCATION: SPOKANE, WA
PRIMARY INDUSTRY: TV
POSITION: NEWS: NATIONAL SALES MANAGER
SALARY RANGE: \$75,000 +
OPEN DATE: 1/5/24
CLOSE DATE: WHEN FILLED

National Sales Manager | KXLY TV | Phase 3 Digital Spokane, WA

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!

This position will be instrumental in coaching account executives on maintaining, while optimizing, quality of service, business growth and customer satisfaction. The National Sales Manager must promote the station's products and services to achieve segment growth. The candidate will be a team player with the ability to multi-task various projects at the same time. Someone who is result-driven and thrives on seeing their efforts pay off will do well in this role. You will lead the national sales team to exceed revenue goals and collaborate with the Local Sales Manager on local sales and inventory management when needed.

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:

- Develop, maintain, manage, and grow the established client base. Generate new national business and establish client partnerships.
- Train and manage national TV sales staff.
- Monitor market changes and communicate this information to the National Sales Team.
- Develop a thorough knowledge of the station's products and services.
- Qualify and secure new national business opportunities and strengthen existing national accounts.

- Develop and implement effective national market sales and marketing strategies that maximize sales and Phase 3 Digital marketing opportunities.
- Build and maintain effective relationships to maximize national opportunities.
- Deliver effective presentations including proposals to customers and business reviews to management.
- Identify, respond, and solve business issues for clients and provide win-win solution partnerships that add value.
- Close sales and effectively communicate the value of the station's solutions and how they will meet the customers' needs and business objectives.
- Maintain account files, report documentation and proposals.
- Create promotional opportunities to enhance client partnerships.
- Client engagement is a top priority.

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
- System knowledge preferred, WideOrbit, Borrell Research, JDA.media, Miller Kaplan

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 \$75,000 with opportunities to achieve \$135,000 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://morganmurphy.com/current-openings/>

KXLY IS AN EQUAL OPPORTUNITY EMPLOYER

