



**COMPANY: NORTH SOUND MEDIA**  
**LOCATION: EVERETT, WA**  
**PRIMARY INDUSTRY: RADIO**  
**POSITION: CUSTOMER SALES & MARKETING ADVOCATE**  
**SALARY RANGE: BASE SALARY AND COMMISSION COMMENSURATE WITH EXPERIENCE AND QUALIFICATIONS**  
**OPEN DATE: 11/27/23**  
**CLOSE DATE: WHEN FILLED**

**Opportunity:** North Sound Media is a locally owned company operating websites, social media channels and six AM/FM/Streaming radio signals in Everett Washington, Classic Country KXA & Everett's Greatest Hits KRKO. Our primary objective is to serve the 1.5 million people who live and work in our licensed area. We are looking for a customer sales and marketing consultant who is passionate about helping local businesses grow their brand awareness in the North Sound. Our ideal candidate would truly care about small businesses and forging meaningful relationships with members of the local community. In addition to being capable of multi-tasking, the candidate should also be flexible, able to work independently and as part of a team; coachable and willing to learn; creative, and organized especially when utilizing our stable of broadcast, digital and website marketing solutions. Our North Sound Media assets include radio stations, a local news blog (Everett Post), and our digital assets, streaming, social media, website, and mobile geo-target marketing. Prior broadcast knowledge is a plus, but versatility and willingness to soak up new information is a must!

**Responsibilities:** The position will be responsible for making sales presentations that address customer needs and generating revenues that meet or exceed the goals of the accounts assigned to you. They will service and secure mutually beneficial relationships with various local businesses, agencies and individuals that have a desire to reach our target audience.

**Qualifications:**

- Bachelor's degree from an accredited college or university. Major course work in marketing, communications, public relations, business, or administrative preferred
- Experience in sales, customer service, marketing or promotions is a plus but not required
- A valid Washington State Driver's License with a clean driving record
- Ability to lift 25 pounds
- Self-motivated, excellent social & communication skills, organized, and ability to multi-task
- Proven track record of sales success in a local media setting is a benefit
- Ability to work alone and as part of a team
- Excellent presentation skills

- Excellent verbal and written skills
- Hardworking, relationship-builder with integrity and a winning attitude
- Strong problem solving and analytical skills
- Work with programming/production teams, ad operations and finance to provide client satisfaction
- Proficient with Microsoft Office and CRM tools
- Some travel necessary

**Compensation:** Base salary + commission commensurate with experience and qualifications. Includes medical & dental coverage within three months.

**Location:** Everett, WA

**Notes:** At-will principals only

To apply for a position, submit your cover letter and resume to [jobs@northsoundteam.com](mailto:jobs@northsoundteam.com).

(Resumes without cover letters will be discarded)

North Sound Media is proud to be an Equal Opportunity Employer and Drug Free Workplace!