

# MBA JOB BANK

## Radio & Digital Account Executive

### Cape Cod Broadcasting Media

- [ccb-media.com](http://ccb-media.com)

Location

Hyannis

Category

[Radio](#)

Job Type

[Full-time](#)

Equal Opportunity Employer

Yes

## DESCRIPTION

**Cape Cod Broadcasting Media** (99.9 the Q, Cape Country 104, Cape Classical 107.5, Ocean 104.7 and CapeCod.com) seeks an ambitious individual to be a marketing partner with small to medium sized local businesses.

In this role you will identify and develop new business opportunities; maintain and grow existing clients; offer solutions to help clients achieve their business goals; close business; meet sales targets; and meet with prospective clients.

CCB Media offers an in-depth training program. The ideal candidate will be a digital savvy, goal-oriented, multi-tasker who likes to outperform expectations. Success in this role will require a self-disciplined, organized individual.

This is a full-time position that offers an uncapped compensation structure. Success looks like a healthy work-life balance with flexibility and focus on productivity.

### Responsibilities

- Identify and generate new business.
- Service and grow existing client relationships.
- Create effective radio and digital marketing campaigns.
- Generate revenue to meet established sales targets.

### Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Strong client service relationship-building skills
- Persuasive communication skills: verbal, written and presentation
- Effective sales presentation skills.
- Independent; self-motivated; self-accountable
- Professional appearance and work ethic

- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

**Work Experience**

- 2+ years in media/advertising sales is preferred, but not required
- CRM experience is a plus
- College degree preferred

Email your cover letter and resume to: [careers@ccb-media.com](mailto:careers@ccb-media.com)

Or forward same to Melinda Baker, General Sales Manager at:

**Cape Cod Broadcasting Media**

**737 West Main Street**

**Hyannis, MA 02601**

Cape Cod Broadcasting Media is an Equal Opportunity Employer committed to the goals of workplace diversity and nondiscrimination.