

## Sales Executive at CodComm Radio

Have a determination to succeed? Commission driven for unlimited income? If you want to grow professionally, can move at the speed of light and still have fun, we want to talk to you. CodComm Radio Group is looking for a dynamic sales executive to join our media and digital advertising team. You will be selling local advertising programs on Cape Cod to help clients grow their businesses. Guaranteed base draw plus commission. There is no upper limit to your income.

### RESPONSIBILITIES:

- Prospect for qualified local businesses, conduct thorough customer needs analyses.
- Design, present, and close winning marketing solutions.
- Create new relationships with businesses on Cape Cod.
- Responsible to accurately project revenues, meet and exceed monthly budgets and hopefully overachieve annual budgets.

### QUALIFICATIONS:

- Goal oriented, self-starting, and a strong desire to build and achieve.
- Previous sales experience preferred. A history of success with customers to develop and grow revenue.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, and work with urgency to help clients.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.

### BENEFITS:

- Highly competitive base salary plus uncapped Commission.
- 2 weeks of vacation time.
- Company provided laptop, use of company car during working hours.
- Medical, vision and dental insurance.
- Opportunity for upward mobility.

### CONTACT US TODAY:

If you are interested in inquiring about this position, please send your resume and contact info to Jill Blanchard, recruiter [jbb1372@gmail.com](mailto:jbb1372@gmail.com)

**Codcomm, Inc. is an equal opportunity employer.**

Job Type: Full-time

Pay: \$35,000.00 - \$75,000.00 per year