

Position: Account Manager CKLY 91.9 Lindsay

Durham Radio Inc is an independent radio broadcaster with stations in Oshawa, Hamilton, Caledonia, Grimsby, Peterborough, Lindsay and Vancouver. We are committed to delivering exceptional results for our listeners, clients, and the community.

We have an opening on our team for a full time Account Manager.

Job Description

Prospect and develop new business at the direct retail business level. Engage in client needs analysis and provide marketing presentations suited to their budgets and objectives.

Develop creative marketing ideas to build the accounts and increase the effectiveness of their campaigns using both radio and digital strategies.

Work with any assigned clients, servicing and building on-going relationships with superior customer service.

Attend station and network events as required in the local communities, primarily Lindsay, Bobcaygeon and Fenelon Falls.

Qualifications

A minimum of two to four years business to business sales experience in a small to medium sized market. Applicant must be proficient in PowerPoint, Excel and Outlook. Media sales experience is preferred but not required.

Knowledge of the Lindsay/City of Kawartha Lakes area is a plus as is if you reside in the area.

Strong communication and negotiation skills.

Goal oriented, ambitious, self-motivated and able to work in a fast-paced environment. Must be a good negotiator with excellent communication and people skills.

Benefits

Unlimited commission structure (no cap) with a base salary to start.

Employee Benefits Package

Hybrid work

If interested and qualified, please forward your resume to Steve Macaulay, Vice President, Sales at steve.macaulay@dri.fm. Only those considered for interviews will be contacted.

Durham Radio Inc. respects Equity, Diversity, and Inclusion principles in its selection process.