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**Bend Radio Group**  
345 SW Cyber Dr  
Ste #101-103  
Bend, Or 97702  
PH: 541-388-3300  
Fax: 541-388-3303

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Websites:

KSJJ1029.COM  
POWER94.FM  
mixradiobend.COM  
929online.com

**JOB OPENING CODE: 070414**

**TITLE: Senior Account Executive DATE: 07/04/18**

**DEPARTMENT: Sales & Marketing**

**REPORTS TO: Director of Sales**

**LOCATION: 345 SW Cyber Dr. #101-103 Bend OR 97702**

**POSTING PERIOD: 07/04/18 until filled**

**BASIC JOB DUTIES AND RESPONSIBILITIES:**

This Position requires a highly motivated and organized sales person with experience in selling media, and a track record of effective relationship building. Responsibilities will include growing business with a sizeable list of existing clients as well as developing new business. Successful candidate must be able to demonstrate an ability to overcome objections and solve problems through strategic and creative thinking. Will be responsible for lead generation through cold calling, direct selling and networking. This is a commissioned position with high income potential based on your sales abilities.

Candidate must have a competitive nature and the ability to quickly build trust through client focused selling. Previous Broadcast Sales experience desired. Prior Sales/Marketing experience required. Must be a team player with excellent communication skills, strong selling and closing skills, a positive attitude, outgoing personality, computer skills and reliable transportation with valid Oregon Driver's License or ability to obtain Oregon Driver's License within 30 days of hire.

The Bend Radio Group offers competitive commissions, partial company paid medical insurance, paid time off. All inquiries will be kept confidential. Qualified candidates with a strong desire to control their income are encouraged to forward resume and cover letter to:

Human Resources at [humanresources@bendradiogroup.com](mailto:humanresources@bendradiogroup.com) or mail to 345 SW Cyber Dr. #101-103 Bend OR 97702. **NO PHONE CALLS PLEASE.** The Bend Radio Group is an Equal Opportunity Employer. **(EEOC)**

**EXPERIENCE REQUIRED:**

Previous Broadcast Sales preferred  
Sales/Marketing Experience required

**EDUCATION OR TRAINING:**

College degree desired but not required, proficient Microsoft Office skills, Prior Experience with Marketron Broadcast software, Salesforce preferred

*The Bend Radio Group, is an EQUAL OPPORTUNITY EMPLOYER*