

Job Opening: Account Executive

At WYMT we are family. We work hard and play to win, and have fun doing it. For more than 30 years of rating dominance, we believe in giving back to our community. Rarely will you find a festival, parade, or charity event that does not include WYMT. We never take our success for granted and expect our employees to excel to the next level. Our culture is simple: we are a cohesive TEAM that invests in our people with continued learning and professional development. WYMT is the number one station in town for a reason: We are your Mountain Television.

If your passion is to help business owners grow their business by making the most of their marketing dollars, this job is for you.

WYMT a CBS affiliate and the most watched TV station in the region for more than 30 years is seeking experienced Account Executives to sell local television and digital advertising solutions in the London/Corbin area.

Cultivating and enhancing customer relationships is crucial. We place a heavy emphasis on generating new business. A polished disposition, strong work ethic, and a positive attitude are required. Join this fun and dynamic sales team today!

Responsibilities include, but are not limited to:

- A proven track record of closing new business
- Ability to make face to face sales visits
- Ability to generate sales leads
- Attract and close advertisers to sell products and services on all of our platforms (broadcast, web, digital and social media)
- Provide input on sales promotion ideas to sales management
- Retain current business and develop new business contacts
- Present marketing/advertising ideas to area businesses.
- Sell commercial advertising time and other station products to local advertisers
- Attain budgeted revenue goals through effective solicitations, promotions, and service
- Understand the business objectives and advertising strategies of clients and find ways to help them achieve their objectives through effective advertising
- Other Duties as Assigned

If you are interested, **APPLY**
HERE.(www.wymt.com)

Requirements:

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- Outside media sales experience preferred but not required
- Great communication and people skills
- Strong organizational, written and presentation skills
- Competitive, energetic and self-starter
- Ability to overcome objections
- Enjoy a fast-paced environment with a desire to win

- Professional appearance a must
- Ability to meet deadlines, prioritize assignments and handle multiple tasks simultaneously
- Nielsen ratings experience a plus but not required
- Must possess a valid Driver's License with a good driving record

Additional Info:

Gray Television provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Gray Television complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

Gray Television expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Gray Television's employees to perform their job duties may result in discipline up to and including discharge.