

RADIO AND DIGITAL SALES-MARKETING CONSULTANT

Do you enjoy creating partnerships and seeing your ideas help businesses grow their market share? Do you have a competitive spirit and want to be the best in everything you do? Are you creative and outgoing? Are you motivated by money and success? Do you have integrity and high standards?

If you are looking for a career that is fun, exciting and has unlimited income potential, Coxswain Media LLC may have a spot for you as a member of our team. Coxswain Media LLC is a locally owned and operated multimedia company with 4 radio stations, multiple digital platforms, and print opportunities. We provide you with cutting edge tools and support needed to be successful.

Coxswain Media LLC is expanding our digital and radio sales team! We are looking for consultants to join our quickly growing digital and radio team. You will be responsible for driving new radio and digital revenue from local and regional businesses by developing a marketing solution and utilizing our diverse offerings to fulfill their expectations. You must be self-motivated to be successful.

Responsibilities:

- Develop New Business every week for the radio and digital properties.
- Maintain and grow current customers by providing new ideas and innovative programs designed to continue to help them grow their market share.
- Constantly educate yourself on the market and industries to be the best in your field.
- Manage the CRM and internal communication systems efficiently and in a timely manner.
- Communicate with and work as a team with coworkers.

Qualifications:

- Must be goal orientated, self-starting and possess a strong desire to succeed.
- Previous history of success in a customer-based field is a plus.
- Be tenacious with a smart, curious, and polite manner.
- Motivated to win. Eager to learn.
- Knowledge of digital and radio sales is a plus.

Benefits:

- Highly competitive forgivable draw with an aggressive commission structure
- 2 weeks' vacation, 3 weeks after 5 years
- Company provided laptop, use of company car during work hours
- Medical insurance dental and vision insurance as options

Job Type: Full-time

Salary: \$38,000.00 - \$42,000.00 per year

Benefits:

- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule:

- Monday to Friday

Supplemental pay types:

- Commission pay

Ability to commute/relocate:

- Hyannis, MA 02601: Reliably commute or planning to relocate before starting work (Required)
- Do you have at least 1 year of B2B Sales experience?
- How many years of B2B Sales experience do you have?

Experience:

- Marketing: 1 year (Required)
- B2B sales: 1 year (Required)

Work Location: In person

<https://www.coxswainmedia.com/>

Send your resume to Info@CoxswainMedia.com.