



Forever Media Inc. is currently looking for a Regional/National Sales Manager to drive revenue in its 10 markets throughout Western Pennsylvania, Eastern Ohio and West Virginia. Position will be based in the Pittsburgh Area.

Job Description:

- Build & maintain strong knowledge of all radio stations, markets and brands.
- Travel to markets on a weekly basis.
- Develop and execute strategies to exceed national and regional sales goals
- Work daily with national rep firm and regional agency buyers, account managers and promotional assistants in maintaining sales agreements, receiving sales orders, sales order entry, confirming and generating contracts, revising agreements, proposing and resolving make goods, resolving billing discrepancies, accounts receivable follow-up and resolution of air-time scheduling problems as needed as well as forecasting, negotiations and planning.
- Create & sell advertising solutions (including custom-built advertising solutions.)
- Ability to build and maintain positive customer relationships.
- Maintain high level of customer service to preserve and grow revenue with key national and local clients
- Utilize market research tools to prepare sales presentations
- Create sales and promotional decks
- Attend various sales and promotional meetings

Skills:

- Strong organizational, written and presentation skills
- Proficient in Word, Excel and PowerPoint
- Competitive, persuasive, energetic and self-motivated
- Ability to overcome objections
- Working knowledge of new media, digital interactive initiatives and social media a plus
- Successful outside media sales and/or management experience required

Send resume and cover letter to Careers@Forevermediainc.com

-EOE