

**JOB VACANCY ANNOUNCEMENT**  
**Account Executive**  
**JOB # 11-0087**

**Full-Time, Exempt Position**

Posting Date: 9/2/2020

**Position Description:**

AGM California, Inc. - San Luis Obispo Office - is seeking an account executive to sell advertising for our radio cluster.

*Duties and responsibilities include but are not limited to:* Developing new clients, making sales presentations and collects account balances from clients. Writing proposals, contracts and copy. Participating with and/or developing on-going promotions. Participate/Sell creative digital ads in addition to regular radio sales. Providing follow up and service to accounts to ensure customer satisfaction. Representing the company at community events and attending live remote broadcasts and functions. Interacting positively with the public, co-workers, supervisors and managers. Maintaining a professional demeanor and appearance.

*Selection Criteria:* Two years or more of successful experience working in sales, marketing or with the public. Experience interacting positively with the public, co-workers, supervisors and managers. Outstanding communication and telephone skills. Basic math skills required. Outgoing and motivated personality. Employment history that indicates stability and dependability. Strong follow through and organizational skills. Math skills and ability to pay close attention to detail. Skills to make cold calls, create interest, handle rejection and to seek out client development opportunities. Bilingual (English/Spanish) a plus. Professional demeanor and appearance.

**Condition of Employment:** Must provide reliable transportation. Must be able to obtain and maintain a valid Driver's License and proof of insurance. Must be able to work a flexible work schedule to include evenings and weekends.

Submit resume to: [agmslojobs@gmail.com](mailto:agmslojobs@gmail.com)

Must reference Job #11-0087 AGM California, Inc. is an EOE