

JOB VACANCY ANNOUNCEMENT
Local Sales Manager
JOB # 10-0202

Full-Time, Exempt Position

Posting Date: 10/20/2021

Company Description:

American General Media is a family owned and operated company seeking a Local Sales Manager for their Bakersfield, CA station group. Our company takes great pride in the tradition of a working environment that values honesty, integrity and fairness for each other, our clients, and our audience. As a family-owned company, our colleagues are valued contributors to the creative spirit of AGM, that thrives best through a passionate and dedicated team committed to finding the best way to serve our audience, clients, and community. Compensation package includes a competitive base salary plus bonus structure, competitive health, dental & vision coverage plans, 9 paid holidays per year, 401k with company match, paid vacation, paid sick days & many more ancillary benefits!

Position Description:

American General Media – Bakersfield is currently seeking dynamic individuals who can lead our sales team to continued success. This position will involve highly focused, local sales efforts to represent our 6 radio stations and digital advertising department. Minimum of 3 years of previous sales management experience preferred. Proven success creating integrated marketing solutions involving spot radio, endorsements, digital and social media, and live events are required. Must have a clean driving record and be insurable under the company policy.

Ideal candidate:

A self-motivated individual who will understand our brands and how to translate those brands to revenue. They should have demonstrated success in leading sales-driven organizations and developing revenue streams across multiple media platforms. Applicants should have strong leadership skills with experience overseeing a sales department as well as promoting teamwork. Minimum of 5 years of previous management experience preferred.

Essential Duties and Responsibilities:

- Manage Sales Department to increase revenue and create/meet sales goals.
- Provide subordinates with adequate supervision and motivation. Maintain a professional atmosphere with emphasis on teamwork, good work habits and organization.
- Develop and manage all event marketing and digital revenue.
- Recruit, hire, and train new Account Executives.
- Develop and maintain strong relationships with clients and community leaders.
- Excellent verbal and written communications skills.
- Involvement in local and civic organizations is critical.
- Possess deep skills in all software and systems used by the industry and AGM.
- Possess and maintain a positive attitude in the work environment.
- Approve and maintain all contracts, station marketing material, and promotional activity.
- Follow guidelines as defined in the Employee Handbook and any other company procedures established.

Qualifications and Skills

- Goal-oriented and self-motivated with proven capability of decently organizing, performing work, and assuring follow-through.
- Proven ability to effectively analyze matters and exercise good judgment.
- Proven ability to prepare clear, concise, timely and complete written reports.
- Ability to supervise management in the preparation of reports, graphs and documentations, using computer and other company resources.
- A person of impeccable integrity.
- Ability to work closely and harmoniously with location and department managers in providing useful information and recommendations for efficient operation.
- Ability to develop and maintain effective communications with everyone with whom you must interact during the performance of job responsibilities.
- Project desired company image with respect to dress and demeanor.
- Fully support company's mission, commitments, and core values.
- Proficient knowledge in MS Office programs.
- Prior knowledge and/or ability to learn specialized software such as Marketron and Visual Traffic.
- Possess and maintain current valid driver's license.
- Registered and reliable personal transportation.
- Insurable under the company policy through a clean driving record.

Benefits:

- Medical insurance with PPO & HSA health plan options
- Dental Insurance
- Vision Insurance
- Company paid Life Insurance
- Ancillary health coverage products available
- 401k
- 401k employer match
- Paid Vacation Accruals based on years of employment
- Paid Sick Time Accruals
- 9 paid holidays per year

Submit resume to: bakaejobs@gmail.com or mail to PO BOX 2700 Bakersfield CA
93303, Attn: HR Department
Reference Job #10-0202

AGM is a proud EOE.