



Are you interested in a career that works primarily outside of the office making long-lasting relationships with business owners and organizations? Would you be motivated to work in a mainly commission-driven role and work for a community driven radio station? 91.3 FM Bluewater Radio is seeking an Account Executive to join their team! This position is instrumental to the success of this community radio station.

If you answered “Yes” to the above questions, we want to hear from you!

Here’s what we’re looking for:

- The successful candidate can be new to media or a seasoned veteran. We’re looking for someone that demonstrates great initiative, is service-oriented, and has a hunger to help develop our clients’ businesses.
- A proven track record of sales success is preferred.
- Excellent interpersonal, organizational and problem-solving skills
- Capacity to multitask and excel under pressure and deadlines
- Someone who provides quality customer service with a focus on client retention through regular, relevant and systematic contact with all active and potential clientele.
- Interest in preparing and delivering persuasive sales proposals which include appropriate research data
- Excellent negotiation and decision-making skills
- Strong presentation and closing skills
- Desire to assist the station in maintaining and/or increasing its community presence by becoming actively involved in the community
- Strong computer skills

The applicant must possess a valid G Class driver’s license and a reliable vehicle – the ability to travel within our designated sales territory (Hanover region) is required. Access to personal devices such as a cell phone and a computer is also an asset.

Job type: Minimum 35 hours a week

Job location: Hanover, ON

Pay Structure: \$300 base salary a week + 20% commission of sales. Additional incentives after meeting or exceeding sales quotas.

Deadline to apply is **November 24, 2017**. We thank all who apply, but only those selected for an interview will be contacted.

Send your resume with references to: **Andrew McBride, General Manager at andymack@bluewaterradio.ca**.