

Impact Radio Group.....Live, Local, and Independent.

Impact Radio Group is offering a unique, successful, and rewarding career in Media Sales as an Account Executive. Impact Radio Group will provide you with all of the tools you need to become a leader amongst the Sales Professionals in the Treasure Valley. You can team up with local business owners with five of Boise's best radio stations, ([Bob 96.1](#), [My 102.7](#), [Wild 101.1](#), [The Bull 101.9](#), [92.7 The Alternative](#), and [ESPN](#)), to help build custom and creative marketing plans to help local businesses grow and stimulate our local economy, while earning the pay you deserve. We hire problem solvers who are passionate, driven, and resourceful, organized and can cultivate client relationships with great communication skills and customer focused service.

Future Account Executive:

- 1-5 years of experience developing new business relationships in an outside sales role, as a recognized top-performer preferred
- Track record of achievements, awards and always striving to be the best in everything they do
- Strong understanding of lead generation and ability to connect with viable prospects
- Comprehension of sales metrics in order to fill a sales funnel and robust pipeline of residual business
- Effective communicator and the ability to cultivate relationships
- Positive attitude with the willingness to get beyond their comfort zone to grow professionally
- Undeterred by the daily obstacles and challenges facing outside B to B sales
- High energy and passion for the job
- Media Sales background preferred
- Basic Knowledge of MS Office Products
- Bachelors Degree preferred

What Impact Radio Group Offers:

- Six Local Radio Stations you can be passionate about selling that will assist clients in growing their company
- An opportunity to embark on a career with the fastest growing media company in the Treasure Valley
- In house and hands on training
- Recognition and reward for outstanding performance
- Competitive pay without a ceiling and ability to incrementally increase income year over year
- Gym Membership
- Medical, Dental & Vision Insurance package with employee-only premium paid 100% by Impact
- Vacation & Holidays to enjoy the fruits of your labor

Send resume to [jobs@impactradiogroup.com](mailto:jobs@impactradiogroup.com) Attention: Kay Lee

"We are an Equal Opportunity Employer. It is our continuing policy to afford equal employment opportunity to qualified individuals regardless of their race, color, religion, sex, or sexual orientation, national origin, age or physical or mental disability, veteran or disabled veteran status, and to conform to applicable laws and regulations. We solicit assistance on these openings and future openings. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the position."

