**Account Executive KAYU-TV FOX 28 Spokane**

**KAYU-TV FOX 28 in Spokane, WA** is seeking a **LOCAL SALES ACCOUNT EXECUTIVE** for **KAYU FOX 28** and **Antenna TV** serving the Spokane DMA

**General Summary of Duties**

This position is ideal for revenue generators with a successful sales background who want to put his/her skill set to work developing ad sales for our Broadcast Stations growing revenue on our FOX affiliate KAYU-TV FOX 28 as well as our sub-channel My Network/ANTENNA-TV, and digital platforms.

Salary will be a base + commission

**Ideal candidates will be…** aggressive, knowledgeable, customer-focused and goal-oriented individuals. Candidates should have a successful, proven history of driving revenue growth. Strong decision making, organization, communications, and time management skills are needed.

**Description of Primary Duties**

* Proven revenue generator.
* Analytical ability to utilize market analysis, ratings research, and other information to enhance sales efforts.
* Ability to forecast and budget.
* In depth knowledge of traffic systems.
* Knowledge of broadcast sales policies and ethics.
* Proven ability to build strong relationships both internally and externally.
* Reliable, self-motivated, positive, high energy and driven individual.
* Excellent verbal and written communication skills.
* Capable of handling multiple tasks.
* Proficient in MS Word, Excel, Power Point, Outlook and other computer applications.
* Bachelor’s Degree, preferred, but not required.
* Previous broadcast experience preferred but if not lets get in and start building that experience!
* Must have a valid driver’s license, reliable transportation, and good driving record.

What We Look For

**Working Conditions**

* Hours vary but are primarily 8:00am–5:00pm, Monday – Friday
* Daily travel is required

**Minimum Qualifications**

* Valid driver’s license and clean driving record

**Preferred Knowledge, Skills, and Abilities**

* Experience with Microsoft Office Suite including Outlook, Excel, Word, PowerPoint
* Experience with WideOrbit Traffic and Media Sales a plus
* Effective time management as well as oral and written communication skills
* Excellent personal skills, a competitive drive, and ambitious nature
* Ability to maintain effective working relationships with staff, clients, and general public
* Vehicle required for outside sales meetings/calls
* Experience in television or radio sales not required but a plus