



## **JOB POSTING**

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| <b>TITLE OF POSITION:</b>      | <b>Play-by-Play Account Manager</b> |
| <b>DEPARTMENT:</b>             | Sales                               |
| <b>STATION &amp; LOCATION:</b> | Sports 620 KTAR-AM                  |
| <b>HOURS:</b>                  | 40 hours                            |
| <b>FLSA STATUS:</b>            | Exempt (Salaried)                   |
| <b>POSTED DATE:</b>            | 5/12/09                             |
| <b>CLOSING DATE:</b>           | 8/11/09 or Until filled             |

**POSITION OBJECTIVE:** Responsible for revenue of all play-by-play inventory sold directly by the station. Responsible for prospecting and developing new business and agency dollars to assure annually established sales goals are met. Responsibilities also include development of play-by-play sales collateral and presentation materials, sponsorship activation procedures and fulfillment and the renewal process.

**POSITION DESCRIPTION:** Responsible for selling the full range of available Play-by-Play inventory on Sports 620 KTAR including:

- *Arizona Diamondbacks* (MLB)
- *Phoenix Suns* (NBA)
- *Arizona Cardinals* (NFL)
- *Arizona State University* (NCAA Football & Men's Basketball)
- *Major League Baseball* Regular Season, Playoff, and World Series
- *National Basketball Association* Regular Season, Playoff, and Finals
- *Bowl Championship Series* (NCAA Football)

### **POSITION REQUIREMENTS:**

- Two years of Broadcast Sales and/or Sales Management experience with a proven track record of success.
- Sports sponsorship and business development management experience required.
- Knowledge and success of sports marketing, play-by-play and sponsorship sales.
- Produce immediate, realistic sales results and achieving objectives.
- High energy level and aggressive attitude towards sales & client relations.
- Ability to conceptualize and implement product marketing strategies.
- Consistent communication with all management levels
- Organizational skills that anticipate and address sales seasons
- Flexibility to attend numerous evening/weekend sporting events
- Thorough understanding of "Customer Focused Selling."
- General understanding of New Media and interactive marketing capabilities
- Ability to function well under pressure and willing to work irregular hours.
- Project an appropriate professional appearance and demeanor.
- Support company's mission and core values.

### **PHYSICAL DEMANDS:**

- Receive, process, and maintain information through oral and/or written communication effectively.
- Substantial physical movements (motions) of the wrists, hands, and/or fingers.
- Lift, move, and carry up to 20 pounds on occasion.
- Ability to extend hand(s) and arm(s) in any direction with good eye and hand coordination.

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Qualified candidates are invited to download the application available on our web site.  
Questions can be directed to Human Resources [hr@bicphx.com](mailto:hr@bicphx.com). We do not allow walk-in candidates.  
To be considered an application must be submitted by fax, email, or mail for current posted position(s).

Resume is accepted when accompanying our application. Unsolicited resumes will not be accepted. If you are offered employment by Bonneville International Corporation, you will be asked to sign an agreement to arbitrate any disputes that may arise between you and Bonneville regarding your employment with the company prior to commencing employment with the company.

*An Equal Opportunity Employer*

