



## **JOB POSTING**

**TITLE OF POSITION:** Account Manager  
**DEPARTMENT:** Sales  
**STATION & LOCATION:** 620 KTAR Sports  
**HOURS:** 8:00 – 5:00 p.m. / Monday-Friday  
**FLSA STATUS:** Exempt (Salaried)  
**POSTED DATE:** 7-13-10  
**CLOSING DATE:** 10-12-10 Until filled

**POSITION DESCRIPTION:** Responsible for selling the full range of Sports 620 KTAR inventory including:

- Traditional radio commercial air time on KTAR-AM
- *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)
- Assorted sports & news programming
- Online/interactive advertising
- Advanced marketing opportunities (e.g. events, sponsor activations, cause marketing, etc)

**POSITION OBJECTIVE:** Meet or exceed assigned revenue budget in a manner that will reflect the highest level of professional standards and skills while selling and servicing KTAR-AM accounts in conformity with company policies and procedures.

### **POSITION REQUIREMENTS:**

- Educated and/or experienced in communications, sales, media sales, sports marketing, advertising, or equivalent
- Experience requires a successful demonstration of the following:
  - A. Producing immediate, realistic sales results and achieving objectives.
  - B. Creating & maintaining excellent business/client relations with a multitude of clients.
  - C. Ability to function well under pressure and willing to work irregular hours.
  - D. Familiarity with industry, negotiating practices, marketing principles.
  - E. High energy level and aggressive attitude toward sales.
- Ability to conceptualize and implement product marketing strategies and a desire to share expertise to enhance the sales department's efforts.
- Goal-oriented and self-motivated with proven capability of independently organizing (utilize a time management system), performing work and assuring follow-through.
- Project an appropriate professional appearance and demeanor.

### **PREFERRED QUALIFICATIONS, BUT NOT REQUIRED:**

- Prefer someone who has worked in a radio broadcasting environment, related function or exposure to sales and dealing with clients.

### **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.

Bonneville Phoenix Radio Group  
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Phoenix, AZ 85020

Fax: (602) 464-5592  
Web Site: [www.ktar.com](http://www.ktar.com)

Qualified candidates are invited to download the application available on our web site at [www.ktar.com](http://www.ktar.com).

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*