



Cumulus Media— FULL TIME Dynamic Outside Sales Representative

Cumulus is on the lookout for exceptional candidates to help drive the future of local media sales.

We provide our teams with a great product to sell, superior training tools and a sales management system that supports business development and rewards performance.

We target thousands of local companies with a highly tuned business-category focus. We introduce these companies to our large demographically-distinct audiences.

Cumulus Media is America's second largest owner of Radio stations. We operate Radio stations in 120 cities across the USA.

We hire outgoing, self-motivated, resourceful, organized, customer-focused problem solvers who have great communication skills.

For more information about our business please go to: www.CumulusRadio.com

Responsibilities:

- Prospecting/cold calling
- Setting appointments with prospects
- Developing creative client presentations
- Appreciation for process, performance measurement and a results-oriented sales approach
- Achieving a sales quota

Position Requirements:

- Outgoing, self-motivated, resourceful, organized, communication skills, entrepreneurial spirit
- Capable of initiating and cultivating long-term relationships
- Proficient in Microsoft Office (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelor's degree preferred
- Outside Business to Business Experience Desired

Benefits:

- Competitive, Unlimited Pay (Year 1 Declining Subsidy/ Draw against Commission)
- Industry leading Sales Training, and Sales Systems designed for success
- Medical, Dental & Vision Insurance Package, Vacation & Holidays
- Career Advancement Opportunities

For more information on this position contact:

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