



Sales Manager York-Lancaster-Reading, PA

Cumulus is searching for an exceptional individual with Sales Manager or Senior Account Executive experience to join us as our new **Sales Manager** in York-Lancaster-Reading, PA.

Be part of an exceptional team and six (6) dynamic radio station brands in the Greater York and Lancaster Area including I 105 (WIOV-FM), 96.1 SOX, WARM 103.3, NEWSTALK 93.9 & 910 WSBA, SPORTS RADIO 1440 in York and SPORTS RADIO 1240 in Reading, as well as great sports play-by-play affiliations including the NFL, Penn State Football, Philadelphia Eagles, Baltimore Ravens, Baltimore Orioles, Washington Nationals. We also have a full suite of digital products and email marketing solutions.

You'll be supported with appealing products to sell, superior training tools and leadership that supports business development and rewards performance.

Focus:

- Identify, recruit and develop high-performance sales talent and build a successful team to ensure continued top-line growth
- Lead the local and regional sales effort and focus on diversifying the broadcast sales portfolio and penetrate growth business categories
- Drive sales, deliver growth, exceed goals and live in the details of the business
- Direct our sales operating system for training, business development and time management around our business category focus using best in class business and sales systems
- Build a culture based on hunting and new business development
- Work across departments to proactively support each other's endeavors and optimize execution
- Contribute your talents and time to meeting challenges, solving problems and rising to the opportunities before us
- We will make every decision to ensure that we have a thoughtful game plan to tactfully execute each decision and activity
- We will not mistake activity for accomplishment
- Taking responsibility for your efforts and outcomes, celebrating successes and their shepherds, and owning — and learning from — setbacks

Experience:

- Steady career progression as a top sales performer
- Ideal candidate will have a successful track record and reputation as one of the "best" in the advertising sales solutions

- Strong business acumen and understanding of lead generation, CRM, account/business development and inventory management
- Must be a recognized top-performer, high energy with strong goal orientation and ability to coach and lead the sales team.
- Knowledge or experience with digital and email marketing products and solutions

What We Offer:

- Competitive pay with performance incentives
- A product that you can be passionate about selling
- Training equivalent to acquiring a Sales-MBA
- Recognition and reward for outstanding performance
- Medical, Dental & Vision Insurance package
- 401K with company match to plan for the long term
- Vacation & Holidays to enjoy the fruits of your labor

Who We Are:

A leader in the Radio Broadcasting industry, Cumulus Media combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 454 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.

Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports and entertainment, including the NFL, the NCAA, the Masters, the Olympics, and the GRAMMYS. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, NASH Country Weekly magazine, concerts, licensed products and Television / video.

For more information about Cumulus Media, please visit www.cumulus.com

Cumulus is an EEO company.

Apply to:

Matt Raback
VP / Market Manager
Cumulus Media York-Lancaster-Reading
5989 Susquehanna Plaza Drive
York, PA 17406
Matt.Raback@cumulus.com