



## Outside Advertising Sales Representative

Cumulus is hiring exceptional candidates to join our Local Advertising Sales Team. Cumulus hires passionate, outgoing, motivated, goal oriented, organized, customer-focused problem solvers who have great communication skills and a desire to WIN in a highly competitive, fast paced sales environment. Cumulus provides our teams with great products to sell, terrific training tools to help you succeed, and a sales system and culture where you can realize your full potential.

Cumulus offers coordinated RADIO and DIGITAL solutions to our clients that deliver Results and Return On Investment. Cumulus targets thousands of local businesses and introduces these companies to our large audiences and community of consumers. We can reach potential customers for local businesses ON-AIR, ON-LINE and ON-SITE.

Our local stations in the York – Lancaster –Reading, PA area include WARM 103.3 (WARM-FM), 96.1 SOX (WSOX-FM), I 105 (WIOV-FM), NEWSTALK 93.9 & 910 WSBA (WSBA-AM) and CBS SPORTS RADIO 1440 York (WGLD-AM) and CBS SPORTS RADIO 1240 Reading (WIOV-AM). Our stations are the home to Penn State Football and Men’s Basketball, Philadelphia Eagles Football, Baltimore Ravens Football, Baltimore Orioles Baseball and the NFL. C-SUITE is our portfolio of Digital Advertising Products for Local Businesses. We also sell various events like our *Wedding Wonderland Bridal Show* and outdoor country music concert, *FallFest*.

### Sales Representative Responsibilities:

- Proficiency in Prospecting, Networking and Developing New Business
- Becoming a Knowledgeable Resource in Customer’s Business
- Setting Appointments
- Developing Creative Client Focused Solution Based Presentations
- Appreciation for Sale Process, Performance and a Results Oriented Sales Approach
- Achieving Sales Goals
- Delivering Exceptional World Class Customer Service

### Sales Representative Position Requirements:

- Outgoing, Self-Motivated, Disciplined and Organized
- Persuasive Verbal, Written and Presentation Communication Skills
- Solution Based Problem Solving Skills
- Understanding of Lead Generation, CRM and Account Management
- Capable of Initiating and Cultivating Long-Term Relationships
- Proficient in Microsoft Office (including Outlook, Word, Excel, PowerPoint)
- Bachelor’s Degree in Business, Marketing or Relative Field Preferred
- Familiarity with the Central PA Business Community and Media Sales Experience Helpful
- Valid Driver’s License and Vehicle Required

## **Cumulus Benefits:**

- Competitive Starting Pay with Unlimited Earning Potential
- Sales Training and Sales Systems designed for success
- Focused, Responsible, Collaborative and Empowered Work Environment and Culture
- Recognition and Reward for Outstanding Performance
- Medical, Dental & Vision Insurance Coverage
- Health Savings Account (HSA) with Company Match
- Paid Vacation & Holidays
- 401k with Company Match
- Professional Growth and Career Advancement Opportunities

## **More Information & Apply:**

Select the City York and apply at <https://www.cumulus.com/work-here/>

## **About Cumulus:**

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 446 owned-and-operated stations broadcasting in 90 U.S. media markets (including eight of the top 10), more than 8,000 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.

The Cumulus/Westwood One platform makes 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, entertainment, news, and talk, including the NFL, NCAA, the Masters, Olympics, GRAMMY's, Academy of Country Music Awards, American Music Awards, Billboard Music Awards, Westwood One News and more. 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, exclusive digital content, and live events. For more information visit [www.cumulus.com](http://www.cumulus.com).

**Cumulus Media Inc. is proud to be an Equal Opportunity Employer (EOE)**