

### Cumulus – FULL TIME Dynamic Sales Representative

Are you a hunter? Do you like working with like-minded sales professionals and managers whose sole focus is finding and closing new customers? If so, read on.

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. Unlike other media sales organizations, we don't wait for the phone to ring. We target thousands of local companies with a highly tuned business-category focus and we introduce these companies to the power of radio.

Responsibilities include: prospecting/cold calling, setting appointments with prospects, creative client presentations, and achieving a sales quota. Because Cumulus has a systems approach to sales, you must have a deep appreciation for process, performance measurement, employee development, and a results-oriented sales approach.

#### JOB REQUIREMENTS

- New business to business sales experience preferred with recognition as top-performer
- Outside sales experience moves you to the top of the list
- Strong understanding of lead generation, Customer retention/CRM/SFA and account management
- Cultivation of long term client relationships
- Media sales background preferred, not required
- Proficient in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelors degree preferred

Our Sales Representative positions enjoy:

- Competitive, unlimited Pay (Base/Commission/New Business Bonus)
- Industry leading Sales Training, and Sales Systems designed for success
- Medical, Dental & Vision Insurance Package
- Paid Vacation & Holidays
- Career Advancement Opportunities

Cumulus is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.

For more information on this position contact:

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