



Be a part of something new, something exciting, something real! WLIR-FM is making some exciting new changes in the near future. We are looking for individuals with experience in Broadcast (Radio/TV) / Marketing Sales. If you have at least five or more years of successful broadcast sales experience in the Long Island/Hamptons, NYC, or the tristate area, we want you! We want individuals who strive to be the best and want to be a part of something great!

Candidates for this position should possess a creative mindset as well as the ability to develop, establish, and maintain strong relationships.

Responsibilities include (but are not limited to):

- Identify and Solicit New Business
- Build, Maintain, and Grow Prospects and Relationships
- Identify client/agency needs and develop proposals to meet their needs. Our station provides solutions that give real results!
- Deliver effective sales materials and presentations
- Strong client relationship building skills
- Maintains client satisfaction to the highest level possible
- Negotiate rates based on station budgets
- Work collaboratively with team members and other station employees
- Ensures prompt payments
- Follow all station procedures
- Professional appearance

Qualifications:

- Proficient in Microsoft Office
- Knowledgeable of Google Suite (Docs, Sheets, Drive)
- Ability to plan, set priorities and multitask in a fast-paced environment
- Ability to negotiate effectively and close deals
- Exceptional communication skills - verbal and written
- Independent and Self Motivated
- Able to tolerate stress including tight deadlines and financial pressures
- High School Diploma, College degree highly preferred.

WLIR-FM is an equal opportunity station.

Please submit your Cover Letter and Resume.

Be sure to include (in one sentence or less) an answer to: What makes you unique?

Send all information to info@wlir.com