



Account Executive

10657

WEWS-TV Cleveland-30126

Account Exec-12482

Job Title: Account Executive

Location: WEWS-TV Cleveland-30126

Position: Account Exec-12482

Area of Interest: Sales

Description: WEWS-TV5, the first television station in the state of Ohio, is seeking a high-energy, multi-tasking Account Executive to join our Sales team. We offer an aggressive compensation plan! The successful candidate will be a broadcast experienced aggressive, break-out salesperson to manage an important list of accounts and develop new and online business for the station.

The duties of this position include:

- prepare and present sales pitches to owners, managers and agencies;
- negotiate ratings, rates and budgets;
- increase shares of business from existing accounts;
- create non-traditional revenue opportunities;
- utilize research to position the station as a premiere marketing vehicle and yourself as a marketing consultant;
- create a personal marketing relationship with all WEWS-TV and digital media clients;
- develop online new business accounts; and perform other duties as needed.

A four year college degree is preferred. Must have a strong proven track record of new business development and experience in broadcast/cable sales. Additionally, this person should possess strong presentation skills, and have persuasive written and verbal skills.

Must have a valid driver's license with no more than four (4) points in the past 36 months and proof of insurability (must carry liability limits of \$100,000 per person/\$300,000 per accident/\$50,000 property).

Interested candidates should submit their resume to <http://scripps.com/careers>. WEWS-TV is an Equal Opportunity Employer. Candidates who are offered positions must successfully complete a background and drug screen

