



Digital Account Executive
10722

WEWS-TV Cleveland-30126
Account Exec, Digital Sales-12924
Job Title: Digital Account Executive
Location: WEWS-TV Cleveland-30126
Position: Account Exec, Digital Sales-12924
Area of Interest: Sales

The Digital Team at Scripps is Growing in Cleveland!

The E.W. Scripps Company (www.scripps.com) serves audiences and businesses through a growing portfolio of media brands. In July, Scripps announced a deal with Journal Communications to merge its 21 local television stations with Journal's 13 television stations and 34 radio stations, which will make Scripps the nation's fifth-largest broadcasting group. The two companies also agreed to spin off their combined newspaper interests to form a new publicly traded company, to be called Journal Media Group. Scripps runs an expanding collection of local and national digital journalism and information businesses, including mobile video news service **Newsy** and weather app developer Weathersphere. Scripps also produces television shows including **The List** and **Let's Ask America**, runs an award-winning investigative reporting newsroom in Washington, D.C., and serves as the long-time steward of the nation's largest, most successful and longest-running educational program, **the Scripps National Spelling Bee**. Founded in 1879, Scripps' motto is "Give light and the people will find their own way."

Are you passionate about online advertising? Do you enjoy helping others learn about its benefits? If so, we need you on our team!

The Digital Account Executive is responsible for helping their clients' business grow through customized solutions utilizing a combination of Scripps and third party products.

What we offer...

- A supportive and friendly culture with many growth opportunities
- A robust digital product line including a Premier SMB Partnership with Google
- An uncapped commission plan on top of a competitive base salary

What you have...

- Proven B2B sales success
- The ability to build strong relationships through research and needs analysis conversations
- Excellent knowledge of digital advertising and understanding of consumer behavior

Ohio's first and longest-running television station, WEWS was also the company's first venture in television. It was licensed in 1947 and its call letters were chosen to recognize the company's founder, E.W. Scripps. In addition to these notable firsts, WEWS featured America's first female news commentator, Dorothy Fuldheim, and aired Cleveland's first televised baseball game. It was the first local TV station to receive the distinguished George Foster Peabody Award for local public service. WEWS is the largest ABC affiliate in Ohio. (www.newsnet5.com)

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

