



Employment Opportunity

Radio Disney in Sacramento, CA seeks a motivated Account Executive to sell local advertising, sponsorships and events in the Sacramento market. Radio Disney is owned and operated by the Walt Disney Company and is part of the Disney ABC TV Group.

Responsibilities:

Responsibilities include, but not limited to:

- Provide outstanding client service that becomes the standard of the station and meet specific monthly local revenue goals.
- Present radio media schedules, appearance packages, sales promotions and sponsorship opportunities to existing and new Radio Disney clients.
- Prepare and execute a successful sales plan that meets and exceeds monthly, quarterly and annual revenue budgets.
- Supervise sold programs through execution and collection stage.

Requirements:

Education:

- Bachelor's Degree required or equivalent experience

Work Experience:

- A minimum of 2 years sales experience in a similar role
- Any sales and/or sales promotion, sponsorship sales, special events sales, media sales preferred
- Ideal candidate will have experience with children's marketing
- Experience in planning and execution of special events also desired

Technical Skills:

- Demonstrated experience with Outlook, Word, Power Point, Excel

Other Skills:

- Able to address customer/client needs with following company procedures
- Effectively able to present information publicly to potential clients
- Able to communicate with others through written and verbal communication

Radio Disney is an Equal Opportunity Employer

Email resumes to Judy.L.Remy@Disney.com

Fax resumes to (916) 780-1493

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