

# POINT BROADCASTING LLC

Gold Coast Broadcasting • High Desert Broadcasting • LC Media • Point4Digital • Point Five • Point Ten Broadcasting • Rincon Broadcasting • Riverdale Broadcasting • RZ Media

## Employment Opportunity

Job Title: Digital Sales - Account Executive(s)

Radio Station or Department: Full-Time Sales

Days & Hours: Monday – Friday, 8:00 AM – 5:00 PM

Rate of Pay (i.e. salary, hourly, commission, etc.): Guaranteed salary applied towards commission

***APPLICATION DEADLINE: May 31, 2022***

Point Broadcasting LLC is searching for individuals with sales experience that can work at any one of our locations in Palmdale, Ventura, Santa Barbara, Santa Maria or San Bernardino.

We are a leading provider of data, digital marketing, radio broadcasting and analytic solutions and have a tremendous opportunity for the right candidates to join our growing team. We are seeking experienced sales representatives to deliver value for companies selling our digital marketing and analytics services. As an Account Executive, you will be able to help drive growth and have a significant impact on our customer's strategies. You will help our customer's business goals by discovering and quantifying their needs while working with our team to craft solutions.

This job encompasses the entire sales process including creating proposals, handling objections and competitive pressures, and closing deals. An ideal candidate will possess a proven track record and background that enables them to generate new business leads, a background that enables them to drive engagement and interact across all levels on an organization including C-suite, and to close deals. The candidate also has a strong understanding of digital media and marketing that enables them to easily interact with marketing teams, developers, data engineers and other key team client members. They should also have a demonstrated ability to think strategically and analytically about business, products, and technical challenges, with the ability to build and convey compelling value propositions and work cross-organizationally to build consensus.

### Roles & Responsibilities

- Drive revenue & Meet or exceed annual revenue targets
- Create compelling value propositions around our services
- Accelerate customer adoption of our services
- Develop long-term strategic relationship

If working in a fun, fast-paced environment sounds appealing; this position could be for you!

Employee Benefits: Paid Vacation & Holidays, Medical, Dental and Life Insurance, Supplemental Insurance – AFLAC and 401K Plan.

Name / Title of Contact: Direct all correspondence to, ATTN: Marissa Garcia, H.R. Director

Email: [marissa.garcia@pointbroadcastingllc.com](mailto:marissa.garcia@pointbroadcastingllc.com)

Fax: 805.477.0242

Mail: 2284 S. Victoria Avenue, Suite 2G Ventura, CA 93003

**Interested applicants should submit a cover letter  
and resume including salary requirement**

Visit all of our radio station websites through: [www.pointbroadcastingllc.com](http://www.pointbroadcastingllc.com)!

**2284 South Victoria Avenue \* Suite 2G \* Ventura \* California \* 93003 \* Ph: 805-654-8743**