



# CUMULUS

INDIANAPOLIS

WFMS-FM WRWM-FM WJJK-FM

6810 North Shadeland Avenue, Indianapolis, IN 46220

## JOB OPPORTUNITY

### Title: Key Account Manager (KAM'S)

#### Job Description:

Cumulus is on the lookout for an exceptional candidate to help manage client relationships and drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. Development of these key client relations and retention is a critical component to our success. Cumulus places particular emphasis on account analysis, determining client needs, and implementing innovative strategies to ensure clients receive premium customer service and elevate client satisfaction.

#### Responsibilities:

- Responsible for managing and servicing a substantial list of key regional and local agency station accounts
- Present innovative solutions both verbally and written
- Build relationship and rapport with key accounts while advancing share and maintaining higher rates along with lengthening account lifecycle
- Meet or exceed targets and revenue across present and prospective accounts
- Strategize and execute business development and marketing plans to increase station awareness and identify key accounts
- Provide consultation on the value of radio to new prospects
- Manage and coordinate projects related to key accounts
- On-site client visits
- Media sales background preferred, not required
- Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelors degree preferred

#### Our Key Account Managers enjoy:

- Competitive Pay
- Medical, Dental & Vision Insurance Package
- Paid Vacation & Holidays
- Career Advancement Opportunities

#### Contact:

Human Resources  
Cumulus Media Partners  
6810 N. Shadeland Ave.  
Indianapolis, IN 46220  
(317) 577-3361 Fax  
[indyhr@indyradio.com](mailto:indyhr@indyradio.com)

No Phone Calls Please – Please Indicate How You Heard About The Open Position

Posting Date: January 24, 2011

Removal Date: March 31, 2011

*Cumulus is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.*