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**FULL-TIME OPPORTUNITY**

**CONNECTICUT NATIONAL SALES MANAGER/ REGIONAL SALES MANAGER**

Connoisseur Media is a broadcast media company that delivers quality radio to listeners, advertisers and communities. Connoisseur is noted as one of the top 20 radio broadcasters in the United States, according to BIA. In the past 18 months we have grown exponentially from a company of approximately 200 employees to nearly 500 today. This is an exciting time to be in the Radio Broadcasting industry and to be a part of Connoisseur Media. Our commitment to our community, employees and clients is what makes us special.

**POSITION OVERVIEW:**

Candidate will be expected to build, maintain and direct an effective national sales effort for Connoisseur’s Connecticut radio stations in Hartford, New Haven, Bridgeport, and Stamford/Norwalk. Work with other regional Connoisseur stations to develop new sales opportunities to help grow the entire platform in the CT/NY/NJ/PA region.

This position will be an integral part of the Connecticut and regional operation and will be a fully contributing member of the management team and be expected to collaborate positively with the local team to assist in the overall success and profitability of Connoisseur Media CT.

The National Sales Manager on behalf of the Connecticut stations, will motivate and direct the national rep firm in a way that will assure the station’s national sales goals are achieved as determined by the Market Manager. The regional aspect of the position will require a person with an entrepreneurial spirit looking to leverage an amazing portfolio strategically located right outside the NYC and Philadelphia metros to maximize sponsorship, and regional sales opportunities.

**POSITION REQUIREMENTS**:

* **Minimum of 5 years** media sales experience.
* Competence in and a proven successful sales record with an effective use of quantitative and qualitative data, research and client promotions.
* Successfully organize, direct, coach, & motivate the national rep effort.
* Ability to demonstrate creative thinking and contribute aggressive, passionate and positive perspectives to business challenges and opportunities.
* Ability to work effectively with management team to design and implement national sales budgets & strategies as well as regional opportunities.
* Capability to develop and maintain client relationships to enhance the effectiveness of the national firm.
* Proficiency in communicating effectively.
* Willing to travel, as required. Must have a current and valid driver’s license.
* Demonstrate professional appearance and demeanor.

We offer a competitive salary, benefits, retirement plan and paid-time-off. If you are a **qualified candidate** please send your resume and salary requirements to [kristin.okesson@connoisseurct.com](mailto:kristin.okesson@connoisseurct.com) with “Sales Manager candidate” in the subject line.

Connoisseur Media, LLC provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, marital status, amnesty, or status as a covered veteran in accordance with federal, state and local laws.