

## ACCOUNT EXECUTIVE In the Cedar Falls Office

Iowa Public Radio seeks a driven and accomplished fundraising professional to join our Development staff as Account Executive. This full-time position is based in our Cedar Falls office.

The Account Executive is responsible for cultivating, soliciting and securing corporate sponsorships in the form of on-air schedules, online ads and event sponsorships. The Account Executive generates new and recurring sales by providing marketing solutions tailored to businesses' marketing and community investment needs. The Account Executive accomplishes this by identifying and contacting prospects, researching, preparing and presenting proposals, and nurturing existing corporate sponsor relationships by providing regular follow-up.

### **POSITION SALARY RANGE:**

- \$34,413 - \$48,178

### **MINIMUM QUALIFICATIONS:**

- Bachelor's degree in business, marketing, communications or related field;
- 1-3 years experience in sales as it relates to relationship-based selling;
- Experience in prospecting, including cold calling, establishing appointments, and presenting proposals;
- Proven ability to sell a service in both short and long sales cycles;
- Proficient in the use of PC software, including Microsoft Outlook and Microsoft Excel; and
- Willing to work as part of a team to achieve revenue goals.

### **PREFERRED QUALIFICATIONS:**

- Experience in business-to-business selling;
- Knowledge of contact management software;
- Ability to work with high-level decision makers;
- Outstanding oral and written communication;
- Attention to detail;
- A history of revenue achievement; and
- Knowledge of public radio and the public radio industry.

### **APPLICATION PROCESS:**

Submit cover letter, resume, and contact information for at least three (3) professional references to [iprrecruiting@iowapublicradio.org](mailto:iprrecruiting@iowapublicradio.org). Inquiries may be routed to [iprrecruiting@iowapublicradio.org](mailto:iprrecruiting@iowapublicradio.org) or 515-725-1707.

Applications must be received by **5 pm Monday, August 14, 2017**. Employment is contingent upon the successful outcome of a background check.

Iowa Public Radio is an Equal Opportunity Employer.