

ACCOUNT EXECUTIVE In the Des Moines Office

Iowa Public Radio seeks a driven and successful fundraising or sales professional to join our Development staff as Account Executive. The ideal candidate has a minimum of 1 year of experience in relationship-based sales, including experience in prospecting, cold calling, establishing appointments, presenting proposals, and successfully closing sales contracts. This full-time position is based in our Des Moines office.

RESPONSIBILITIES SUMMARY:

The Account Executive is responsible for cultivating, soliciting and securing new and recurring corporate sponsorships in the form of on-air schedules, online ads and event sponsorships. To accomplish this, the Account Executive identifies and contacts prospects, researches, prepares and presents proposals, and nurtures 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. Inquiries may be routed to iprrecruiting@iowapublicradio.org or 515-725-1707.

Applications must be received by **5 pm Friday, February 2, 2018**. Employment is contingent upon the successful outcome of a background check. Iowa Public Radio is an Equal Opportunity Employer.