



## CORPORATE SPONSORSHIP POSITION

Do you like jazz and the prospect of representing the premier jazz media organization in the country? Can you think of nothing better than to be surrounded by great music and the people who make it?

WBGO recently celebrated 38 years of presenting Jazz, Blues, R&B and award winning news as an affiliate of NPR. We broadcast terrestrially in the NY/NJ and via streaming globally. We produce the most listened to Jazz program on the radio- Jazz Night in America.

We are seeking an enthusiastic individual to join our expanding sales team. This is a position for someone who thinks like an entrepreneur, loves to get out and meet people, and is at home in the arts community- but knows how to close a deal.

Responsibilities include managing and growing existing accounts, soliciting new business through prospecting and cold calling, identifying clients marketing needs and preparing multiplatform proposals and presentation materials for prospective clients. Candidate must be equally comfortable presenting to local venues and major corporations and understand the importance of working collaboratively both with clients and staff.

### Qualifications:

- Recent media experience is preferred. Development fundraising background is also a plus.
- Interest in community
- Successful applicants must possess exceptional communication, presentation and negotiation skills.
- Candidates must be self motivated, goal driven, detail oriented and creative, with solid computer skills, specifically Excel.
- A working knowledge of jazz and the related arts.
- Understanding of public radio and the NY/NJ cultural environment.



Applications: Please email resume to: [jkressler@wbgo.org](mailto:jkressler@wbgo.org)

Full benefits and stimulating work environment.

No phone calls please. Only applications with a resume and cover letter will be considered.

*WBGO, Jazz 88.3 FM provides Equal Employment Opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics.*