

WBL5-FM/ WLIB-AM, top ranked radio station in the #1 market in the country, are seeking an **Interactive Sales Manager** with experience in traditional and interactive media to oversee the sales efforts of the interactive properties of their two stations.

These properties include but are not limited to:

- Three websites: www.wbls.com, www.wlib.com, and www.circleofsisters.com
- Two streams: www.wbls.com and www.wlib.com
- One texting platform: WBL5 Mobile Fam Text Club
- The email marketing campaigns utilizing each stations' databases

To be successful in this role, you will need the following:

- Exceptional presentation skills- the ability to present flawlessly, stand up to objections, speak with web savvy; comfortable with making presentations at industry conferences
- Leadership Skills - exhibit confidence in self and others; inspire and motivate others to perform well; accept feedback from others
- Business Acumen - understand business implications of decisions; display orientation to profitability; demonstrate knowledge of market and competition; align work with strategic goals
- Interactive Acumen - abstract technical thinker; enjoys researching, reading and thinking about the interactive industry (challenges, the future, etc.)

Job Requirements:

- At least 6 years experience selling traditional and interactive media
- Minimum of 4 years experience managing people training sales teams
- Bachelor's degree in a related field
- Computer Skills: Expert in Word, Excel and PowerPoint

Please send resumes, cover letter and salary requirements to: resumes@wbls.com

No phone calls please.

Only those candidates under consideration will be contacted.

We are an Equal Opportunity Employer.