

**Category:**

Sales and Marketing

**Position/Title:**

Sales Manager

**Details:**

Are you looking for the right fit? So are we! Eagle Media Group is seeking a dynamic and results-driven Sales Manager to establish and grow our presence in our new radio market area, Maryville, Missouri. This role is a unique opportunity for a motivated individual to lead sales efforts, build client relationships, lay the groundwork for a strong sales team and develop a territory. The ideal candidate will possess a strong entrepreneurial spirit, excellent communication skills, a proven track record in media sales, and leadership experience.

**Vacancy Type:**

Full Time

**Salary:**

\$40k-\$50k

Compensation: Compensation is commensurate with experience along with a competitive benefits package including health insurance, 401(k), paid vacation, and Employee Stock Ownership Plan.

**Date Posted:**

1/22/2025

**Closing Date:**

2/22/2025

**City:**

Maryville

**State:**

Missouri

**URL:**

<http://www.eaglemedia.com/careers>

**Experience:****The right candidate will have:**

- Experience in recruiting and training new sellers.
- Proficiency in developing plans for revenue and team growth.
- Ability to work well with other departments to achieve success.
- Ability to work independently and collaboratively with others.
- Excellent communication skills, flexibility and assertiveness to meet goals.

**Qualifications:**

- **Five years of media sales experience, with at least 1-2 years in a leadership role.**
- **Strong interpersonal and negotiation skills.**
- **Networking to develop new business.**
- **Proven sales record, self-motivated & ability to work independently and drive results.**

**Requirements:****Requirements:**

- Sales strategy and execution-identify target clients, industries, and opportunities to drive revenue growth across both traditional and digital media.
- Client relationship management- establish and nurture existing client relationships.
- Team development – over time hire train and develop a high performing sales team.
- Reporting and communication – prepare sales reports, forecasts, and updates for General Manager.
- Collaboration- work closely with St. Joseph team and other departments for support and sales initiatives
- Live in Nodaway County, Missouri and have a familiarity with local market & it's unique characteristics.

**Additional Information:**

Other information: Applications will be accepted until the position is filled. The selected candidate will be required to pass a criminal history background check and motor vehicle check. Eagle Communications is an Employee-Owned company and an EEO employer.

**Contact:**

Apply at <http://www.eaglemedia.com/careers>

**Apply Online URL:**

<http://www.eaglemedia.com/careers>