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# Thumb Broadcasting

(<http://thumbbroadcasting.applytojob.com/apply>)

## Advertising Sales Representative

📍 Bad Axe, MI

🕒 Full Time

🎓 Entry Level

🔗 [SHARE \(HTTPS://THUMBROADCASTING.APPLYTOJOB.COM/APP/SHARE/XDUZGC\)](https://thumbbroadcasting.applytojob.com/app/share/xduzgc)

Thumb Broadcasting is looking for an Advertising Sales Representative to join our team in our Bad Axe office. The focus of this vital role is to manage the relationship with the client by creating a positive working relationship. The Account Manager is responsible for addressing client issues, creating an effective advertising schedule, recording and producing commercial advertising for your client and responding to questions.

The ideal candidate comes with experience in account management and developing new business opportunities among both existing and new customers. We would be willing to train the right candidate. The candidate must be willing to accept direction from different individuals, retain and apply information learned, and remain positive.

### Responsibilities:

- **Oversee customer account management** – Includes developing new clients and attending to their advertising needs.
- **Collaborate cross-functionally** – Work closely with the sales team to achieve quotas while keeping clients satisfied and engaged with products and services.
- **Ensure delivery to customers** - Facilitate the timely and successful delivery of solutions according to customer needs and objectives.

### Requirements:

- Strong verbal and written communications skills

- Excellent listening, negotiation, and presentation abilities
- Familiarity with computers and Microsoft Office Programs
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Demonstrable ability to communicate, present and influence key advertisers
- Daily travel required for this role (must have personal vehicle)

#### About Thumb Broadcasting

Thumb Broadcasting is a family owned and operated radio station that has been operating in the Thumb of Michigan for over 40 years. Our AM station is a 1000 watt country station, along with 25,000 watt FM. Both of these stations have several special programs geared towards the community. We also have an 50,000 watt FM station playing classic hits.

Thumb Broadcasting is an equal opportunity employer.

### Apply for this position

REQUIRED \*

APPLY WITH INDEED

First Name \*

Last Name \*

Email Address \*

Phone \*

Address



**WLEW Radio**  
Cruise 102.1 FM &  
The Thumb's Hottest Country 1340 AM  
Bad Axe, Michigan 48413



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<b>CLIENT:</b> WLEW	<b>DATE:</b> 2/21/21	<b>WRITER:</b> Ric
<b>FILENAME:</b> 022121 Sales Position Open		
<b>SCHEDULE NOTES:</b> AM/FM	<b>TIME:</b> :30	
<b>AIR DATES:</b> 02/21/21-TFN	<b>TLC ARTIST:</b> Sales Position Open	

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**WLEW-AM 1340, CRUISE 102.1FM AND THUMBNET.NET, AFFILIATES OF THUMB BROADCASTING INCORPORATED ARE ACCEPTING APPLICATIONS FOR A FULL TIME SALES AND SERVICE REPRESENTATIVE. IF YOU'RE SELF MOTIVATED, ORGANIZED AND HAVE A SERIOUS LONG TERM WORK ETHIC. PLEASE SEND A RESUME AND LETTER OF APPLICATION TO THUMB BROADCASTING INCORPORATED, 935 SOUTH VAN DYKE ROAD , BAD AXE, MICHIGAN 48413. OR, EMAIL TO WLEWRADIO AT GMAIL DOT COM. THUMB BROADCASTING INCORPORATED IS AN EQUAL OPPORTUNITY EMPLOYER.**

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Thumb Broadcasting, Inc

Our on-line employment ads were up and running on:

ZipRecuriter.com

Indeed.com

Linkendin.com

Jazzhr.com

The Radio script/audio was run on WLEW-1340-AM, WLEW-FM 102.1 and when it went on air WHST-FM 94.1