



## Cumulus Media– FULL TIME Dynamic Sales Representative

Cumulus is on the lookout for exceptional candidates to help drive the future of local media sales.

We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance.

We target thousands of local companies with a highly tuned business-category focus. We introduce these companies to our large demographically-distinct audiences.

Cumulus Media is America's second largest owner of Radio stations. We operate Radio stations in 120 cities across the USA.

We hire outgoing, self-motivated, resourceful, organized, customer-focused problem solvers who have great communication skills.

For more information about our business please go to: [www.CumulusRadio.com](http://www.CumulusRadio.com)

### Responsibilities:

- Prospecting/cold calling
- Setting appointments with prospects
- Developing creative client presentations
- Appreciation for process, performance measurement and a results-oriented sales approach
- Achieving a sales quota

### Position Requirements:

- Outgoing, self-motivated, resourceful, organized, communication skills, entrepreneurial spirit
- Capable of initiating and cultivating long-term relationships
- Proficient in Microsoft Office (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelor's degree preferred

### Benefits:

- Competitive, Unlimited Pay (Base/Commission/New Business Bonus)
- Industry leading Sales Training, and Sales Systems designed for success
- Medical, Dental & Vision Insurance Package, Paid Vacation & Holidays
- Career Advancement Opportunities

### For more information on this position contact:

Tim Ritter  
Cumulus Harrisburg  
717-901-0708  
[tim.ritter@cumulus.com](mailto:tim.ritter@cumulus.com)

**Cumulus is an Equal Opportunity Employer**