CALIFORNIA STATE UNIVERSITY, STANISLAUS
CAREER SERVICES, ADVISING RESOURCE CENTER
One University Circle, Turlock, CA 95382
Phone (209) 667-3661/FAX (209) 664-7032/Email career@csustan.edu

Position Type Internship ☐ Part-Time ☐ Full-Time ☒ Summer ☐

Position Title Account Executive

Company Name Clear Channel

Application Period 6/11/2014-8/2/2014 **Start Date** N/A **No. of Openings** 2

Days/Hours M-F Day hours **Wage/Salary** Base and commiss **Location** Modesto, CA

Job Description

The Clear Channel Account Executive identifies and solicits new business while servicing and growing existing accounts. You will be responsible for developing persuasive proposals to address client needs and/or opportunities. You will utilize all available Clear Channel resources to create effective advertising campaigns to achieve client objectives and goals.

Qualifications

Required Skills
As a successful Clear Channel Senior Account Executive, you will:

- Be self-motivated and able to communicate product value.
- Design, present, and successfully execute targeted marketing campaigns.
- Generate revenue that meets or exceeds established sales targets.
- Exercise sound judgment and operate independently.
- Implement company business strategies to generate sales & revenue.
- Monitor competitive media to continually prospect for new account leads.
- Be able to read, draft and comprehend complex and persuasive business correspondence.
- Provide regular reports to Sales Manager regarding prospective sales orders, new prospect lists, forecasts, and competition analysis.

How to Apply

Please send resume's to Veronica Gillen at veronicagillen@clearchannel.com

Contact Person Veronica Gillen

Mailing Address 400 N. Ashley Dr.

City Tampa **State** FL **Zip** 33602

Telephone 610-628-4961 **FAX**

Email veronicagillen@clearchannel.com **Website** www.clearchannel.com

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