



CUMULUS  
ATLANTA

## Cumulus Atlanta Sales Representative

**LOCATION:** 780 Johnson Ferry Rd NE, 5<sup>th</sup> floor, Atlanta, GA 30342-1436  
**SUPERVISORS:** Vickki Shelton (Q100), Chris Murray (Rock 100.5/99X)

### **Cumulus- Dynamic Sales Representative**

Are you a hunter? Do you like working with like-minded sales professionals and managers whose sole focus is finding and closing new customers? If so, read on.

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. Unlike other media sales organizations, we don't wait for the phone to ring. We target thousands of local companies with a highly tuned business-category focus and we introduce these companies to the power of radio.

Responsibilities include: prospecting/cold calling, setting appointments with prospects, creative client presentations, and achieving a sales quota. Because Cumulus has a systems approach to sales, you must have a deep appreciation for process, performance measurement, employee development, and a results-oriented sales approach.

### **JOB REQUIREMENTS**

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- New business to business experience preferred with recognition as top-performer
- Minimum of 1 year outside sales experience required; 2 or more years preferred with ability to penetrate new business categories
- Strong understanding of lead generation, CRM/SFA and account management
- Cultivation of long standing client relationships
- Media sales background preferred, not required
- Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelors degree preferred

**CONTACT:** **Mail resume to:** Cumulus Radio Atlanta  
Attn: Vickki Shelton  
780 Johnson Ferry Road NE, 5<sup>th</sup> Floor  
Atlanta, GA 30342  
**Or e-mail resume to:** Vickki.Shelton@cumulus.com  
**NO PHONE CALLS**  
Include title of position in e-mail subject line.

**POSTING DATE:** Permanent

***Cumulus Radio Atlanta is an Equal Opportunity Employer.***

**Employees must have six (6) months of service in their present position and a satisfactory performance rating to be eligible to apply for a posted position.**