

## Senior Account Executive – Corporate Support

Job Type: Full Time

Location:

Maryland Public Television

11767 Owings Mills Blvd.,

Owings Mills, MD 21117

Main Purpose of Job:

The MPT Foundation, Inc., is accepting applications for Sales Account Executives for our local Corporate Support sponsorship team. Applications will remain active for one year following submission.

The Senior Account Executive cultivates and secures financial sponsorships in support of Maryland Public Television's PBS programs, regional productions, program acquisitions, special events, education, outreach and online initiatives. This person will call on current and prospective sponsors in the MPT viewing area. The candidate will provide high-quality customer service, in a manner consistent with PBS standard industry practice, for the customer/client accounts for which he/she has cultivated or been assigned.

Position Duties:

Responsibilities include but are not limited to prospecting/cold calling, setting appointments with prospects, creative client presentations, and achieving a sales quota.

Qualifications:

3 years experience in sales and account management

Substitution:

Up to two years of college credit (60 credit hours) may substituted for the required experience on a year for year basis.

Desired and Preferred Qualifications:

Strong preference will be given to applicants who possess the following preferred qualification(s).

- Bachelor's degree in communications, marketing, advertising, or a related field.

- Proven track record of success in media sales.
- Proficiency in CRM software and other sales productivity tools
- Computer proficiency in Microsoft Office.
- Exceptional organizational and time management skills.
- Salesforce experience.
- Familiarity with the regional business community.
- Experience working in a media environment.

Salary: \$50,000 - \$53,000 plus commission.

Please respond by emailing your cover letter and resume with the title: Account Executive -

Corporate Support to:

Human Resources

Attention: Aaron Clark

410-581-4115

aaron.clark1@mpt.org

EOE

Maryland Public Television promotes and creates a working and learning environment rooted in the basic tenets of fairness, diversity, and inclusiveness.

We thank our Veterans for their service to our country.

People with disabilities and bilingual candidates are encouraged to apply.

As an equal opportunity employer, Maryland is committed to recruitment, retaining and promoting employees who are reflective of the State's diversity.