

Job Title:	Sales Director	Job Category:	Management
Department/Group:	Ad Sales	Job Code/Req#:	RFDTV-SD2010
Location:	Omaha, NE	Travel Required:	Yes
Level/Salary Range:	Based on Experience (Base + Commission)	Position Type:	Full Time Salary
HR Contact:	salesdirector@rfdtv.com	Date posted:	December 29, 2010
Will Train Applicant(s):	Yes	Posting Expires:	TBD
External posting:	www.careerlinks.com , www.cynopsis.com , etc.		

Applications Accepted By:

E-MAIL: JOBS@RFDTV.COM

Subject Line: Sales Director Application

Attention: SALES

NO PHONE CALLS PLEASE!

MAIL: 1 Valmont Plaza, 4th Floor
Omaha, NE 68154

Job Description

ROLE AND RESPONSIBILITIES

This senior level cable/broadcast/media sales professional will use their existing relationships in the national advertising community to generate/drive sales and create awareness of our network, which reaches over 41 million households across the US.

Responsibilities include, but are not limited to:

- Generate ad revenue from national advertisers in their geographic market and across categories of expertise.
- Retain and grow business from existing advertisers.
- Actively participate in industry conferences and trade shows.
- Work closely with SVP of Advertising Sales to create strategic sales approach for market responsibility.
- Consistently meet and exceed performance goals and expectations.

QUALIFICATIONS, EDUCATION AND SKILL REQUIREMENTS

- Minimum of 10 years of cable/broadcast/media advertising sales in identified market.
- Deep relationships within the market-specific advertising community.
- Outstanding verbal and written communications and presentation skills.
- Ability to work independently, while remaining part of a national sales effort.
- Bachelor's degree required.
- Reference available upon request.