



**Date Posted:** 2/1/18  
**Location/Market:** FRESNO, CA  
**Station Call Letters:** KNSO  
**Media Type:** TV  
**Job Type:** FULL TIME  
**Job Title:** Account Executive

**Job Description/Responsibilities:** Earn top dollar while building a rewarding sales career in broadcasting. Fresno's premier Spanish language television station KNSO, are seeking a determined, dynamic, self-motivated sales professional. The Account Executive (AE) will be responsible for presenting the benefits of advertising on our Television station (Telemundo 51) and Interactive platform to local business owners and/or advertising agencies. The primary function of the AE is to use their interpersonal skills to sell commercial airtime, digital media, event marketing, and/or customized marketing campaigns designed to achieve the client's objectives. Consequently, successful AE's will focus on developing new business while also maintaining and growing existing business relationships. Additional job requirements also include research, promotions development, servicing client accounts including collections.

**Job Requirements/Qualifications:** Strong interpersonal skills; problem solving and trouble shooting skills; ability to manage competing priorities, multitask & meet or exceed deadlines; working knowledge of general Microsoft software is essential i.e. Excel, PowerPoint, Word, etc.; excellent verbal and written presentation skills are critical. Bilingual English/Spanish is preferred. 2+ years of previous experience in outside sales and/or media sales is a plus.

**Must pass Company background check**

**Salary:** Commensurate with experience, Draw against Commission.

Send cover letter and resume to [mvermilya@serestar.com](mailto:mvermilya@serestar.com)

Serestar is an Equal Opportunity Employer. We encourage women and minorities to apply.