



## Example of Account Executive, Media Job Description

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Our company is growing rapidly and is hiring for an account executive, media. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

### Responsibilities for account executive, media

- Create and implement new forms of advertising and other revenue-producing products that fit with the mission of Student Media
- Set and track weekly budget goals and ensure that Student Media meets those goals
- Track bills and collections and maintain a database that documents accounts
- Recruit, train and motivate a business staff
- Manages and retains revenue for a territory's install base of accounts in Japan
- Develop strategies for national consumer media – primarily products, services and compelling trend stories
- Develop and execute high-quality product launches and media programs from conception to execution to placement
- Work with a broader corporate communications team on a host of consumer issues
- Help manage sensitive reactive media issues
- Provide high-level strategic thinking for myriad media inquiries

### Qualifications for account executive, media

- Willingness to develop and succeed
- Outstanding ability to close sales
- Two to five years sales experience preferred
- Experience selling to the Telecommunications and Media sector preferred

