

ACCOUNT MANAGER

LTB Broadcasting Co Ltd. Radio Group is looking for an ambitious and motivated **ACCOUNT MANAGER**, responsible for performing tasks associated with the selling of commercial air time on IRIE 98.3 FM, its website as well as promotions, sponsorships and other specialized sales on air activities.

Reporting to the Managing Director, your duties will include developing strategic customer account plans, as well as the development of incremental and new business opportunities to maintain and increase revenue. Within established parameters, you will also negotiate rates for individual spots, special promotional deals and/or extended advertising campaigns. Additionally, you will participate in the establishment of revenue targets and assume responsibility for achieving them.

You will be expected to possess the ability to exercise independent judgment, and to demonstrate creativity and initiative. Work can involve the coordination of the activities of others, therefore making it essential to establish effective relationships with co-workers, clients and key stakeholders.

WE ARE LOOKING FOR A CANDIDATE WITH THE FOLLOWING:

- Sales experience and/or a completed radio program
- Digital media sales experience and understanding of digital media landscape, including working knowledge of online media
- Knowledge of basic accounting principles
- Proficient in Microsoft applications - specifically Excel, Word and Powerpoint
- Strong attention to detail
- Demonstrated ability to research and resolve problems
- Strong writing and presentation skills
- Excellent organizational and interpersonal skills
- Excellent time management skills with the ability to prioritize and work independently
- An adaptable team player that works well with meeting strict time deadlines

IRIE 98.3 FM is Bermuda's **FIRST AND ONLY** commercially licensed Reggae radio station. IRIE 98.3 is an equal opportunity employer. If this sounds interesting, we want to hear from you!

Please send your resume and references to **ben@irie.bm**
Deadline for applications: **NOVEMBER 9th, 2011**

We thank you for your interest. Only candidates selected for interviews will be contacted.

