

Cumulus–San Francisco is searching for an exceptional **Vice President and Director of Sales** with leadership experience to drive media sales for our San Francisco properties that includes KNBR-AM, KFOG-FM, KSAN-FM, KGO-AM, KSFO-AM and KTCT-AM, six iconic radio brands in the market. You will have the support of great products to market, effective training tools, and a leadership team that supports business development and rewards performance.

Who We Are:

A leader in the radio broadcasting industry, CUMULUS MEDIA (PINK: CMIA) combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 441 owned-and-operated stations broadcasting in 90 U.S. media markets (including eight of the top 10), approximately 8,000 broadcast radio stations affiliated with its Westwood One network and numerous digital channels. Together, the Cumulus Radio Station Group and Westwood One platforms make CUMULUS MEDIA one of the few media companies that can provide advertisers with national reach and local impact. The Cumulus Radio Station Group and Westwood One are the exclusive radio broadcast partners to some of the largest brands in sports, entertainment, news, and talk, including the NFL, the NCAA, the Masters, the Olympics, the GRAMMYS, the Academy of Country Music Awards, the American Music Awards, the Billboard Music Awards, and more. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, exclusive digital content, and live events.

Focus:

- Identify, recruit and develop high-performance sales talent and build a successful team to ensure continued top-line growth
- Lead the local, regional and national sales effort
- Drive sales, deliver growth, hit and exceed goals and live in the details of the business
- Direct our sales operating system for training, business development and time management utilizing best in class business and sales systems
- Build a culture based on growing existing business while developing new business partners
- Work across departments to proactively support other's endeavors and optimize execution
- Contribute your talents and time to meeting challenges, solving problems and rising to the opportunities before us
- Will make every decision to ensure that we have a thoughtful game plan to tactfully execute each decision and activity
- Does not mistake activity for accomplishment
- Taking responsibility for your efforts and outcomes, while celebrating successes

Experience:

- Steady career progression as a top sales performer and manager
- Consistent performance and exceeding revenue goals
- History of developing and coaching sales talent
- Successful track record and reputation as one of the "best" in providing innovative advertising sales solutions
- Strong business acumen and understanding of lead generation, CRM, account/business development and inventory management

- Positive energy with strong goal orientation
- Inspired leader that can communicate a shared vision for the sales team
- Minimum of five (5) years sales management experience in radio or related field

What We Offer:

- Competitive pay with performance incentives
- Recognition and reward for outstanding performance
- Medical, Dental & Vision insurance
- 401K with company match to plan for the long term

Please visit www.cumulus.com 'Work Here' to apply

Cumulus is an EEO company.