



WTHI-TV HAS THE FOLLOWING JOB OPPORTUNITY

Job Title: Local Account Executive
Location: WTHI-TV - Terre Haute, Indiana
Department: TV Sales

WTHI-TV is seeking an Experienced Local Account Executive to join our award-winning team. WTHI-TV is a small market station (DMA 152). We're a dominant #1 station (on-air and online) with great resources and a long tradition of success.

Essential Duties & Responsibilities:
Includes the following (other duties may be assigned):

- Expand local sales in the Terre Haute area by bringing new advertisers to the station, generating new leads, and selling new media advertising.
- Develop client relationships, contact key accounts, handling clients at various stages in the sales cycle including account updates, weekly projections and forecast of future advertising.
- Generate packages, negotiate advertising rates, create oral and written presentations and knowledge of Nielsen ratings is helpful.
- Monitor accounts receivables of client base.
- Establish and maintain good relationships with buyers and clients.
- Develop short and long range plans for revenue growth.
- Research, analyze, and monitor competitive media for new leads.

Job Requirements:

- Bachelor's degree preferred with emphasis in Business/Marketing/Communications.
- Sales related experience preferred.
- Knowledge of all aspects of the television, broadcasting and internet industries.
- Ability to calculate figures and amounts such as commissions, proportions and percentages.
- Excellent public relations skills. Computer proficient. Ability to travel and work long hours.
- Valid driver's license and state mandated automobile insurance and an acceptable driving record are required.

Send Resume/Application to: Nick Telezyn (General Sales Manager)
(No Phone Calls Please)
News 10 - WTHI
P.O. Box 9606
Terre Haute, IN 47808

E-mail: ntelezyn@wthitv.com

About LIN Media:

LIN Media offers strong benefits including health, vision, dental and life insurance, discount stock purchase plans and a 401(k) contribution plan. For more information about LIN, see our website at www.linmedia.com

WTHI AND LIN MEDIA IS AN EQUAL OPPORTUNITY EMPLOYER

