



Media Consultant/Account Executive

2022-2023 academic year

Are you looking for a job that will give you real world, hands-on experience before you graduate?

Our Media Consultants/Account Executives are responsible for generating existing and/or new sales for assigned advertising accounts. The Media Consultant/AE will consult, promote, and sell innovative marketing and advertising solutions across multiple platforms (*including print, digital, radio, video, sponsorships, etc.*) to current and new customers, create and/or monitor media placement and interface directly with business owners and leaders both on and off-campus. The Media Consultant/AE's key responsibility is to develop solid relationships with customers, generate leads, conduct client pitches, sell marketing and advertising, place media and be a productive and successful member of our team. This is an exciting opportunity for you to gain hands-on experience working in sales and marketing.

- Ongoing planning and prospecting new clients to meet monthly and special section goals.
- Develop comprehensive proposals; meet deadlines with completed paperwork, insertion orders, and new account information, form of payment, layout and entering data into our Salesforce CRM.
- Assist creative teams in developing, coordinating, and executing deliverables based on client's goals.
- Follow up, monitor and execute media services for client while analyzing and optimizing for best returns.

Details

- Four (4) Media Consultant/AE positions available
- 8-10 hours per week will be spent meeting with current and prospective clients and in the office for making calls, finalizing orders, creating reports, etc.
- Initially \$13.00 per hour. After training period, commission based with potential to earn \$\$
- Ongoing professional sales training so previous experience is not required.
- Reports to Senior Media Consultant/Lead Trainer.

Requirements

- Anyone with a passion for sales, account management and customer service that enjoys direct interaction with clients in a consultative role.
- Flexible hours during the week to coincide with your class schedule.
- Well organized and the ability to exhibit a high level of attention to detail.
- Must have solid communication and presentation skills and display reliability and follow-through.
- Self-starter with confidence, drive and a strong work ethic. Demonstrate ability to meet and exceed expectations and goals.
- Must be self-aware, highly personable, a good listener and must enjoy working directly with clients in a professional setting.
- Must be available to attend all training sessions and staff meetings.
- The ideal candidate must bring a positive attitude to the team every day.

How to apply

Send your resume with a cover letter telling us how your skills are best suited for this exciting opportunity to: Christa.Reed@colostate.edu, Christa Reed, Senior Media Consultant/Lead Trainer, Rocky Mountain Student Media