

Black Diamond Broadcasting



Local Sales Manager – Central Region, MI

Black Diamond Broadcasting is looking for a **Local Sales Manager** for our five-station cluster in the Central Michigan Region. This manager will coach an existing sales staff as well as recruit and train sellers in all areas of sales, including radio and digital.

Our **LSM** must be fact-to-face with sellers and clients and should be experienced in direct and agency sales. Our stations are independently owned, where our people matter. We know sales is the hardest job there is and that's why we support sales with the top stations in the market, big promotions, and little bureaucracy.

Compensation includes salary, commissions, performance over-ride on region's budget performance, paid vacations, sick days and incentives.

We subscribe to ratings and our market as well as provide top sales resources in our CRM system, Promotion work-flow and market research materials for local businesses.

We're a short drive from many large cities i.e. Grand Rapids, Lansing, Saginaw, Flint, Detroit and with 98.5 WUPS 100,000 watt station anchoring the central region we cover more land-mass and engage with more listeners than any other commercial stations in the area.. The BDB Central Region also has access to the Black Diamond Broadcasting northern region's stations to provide massive coverage for any size business.

Submit Resumes to; sdunlap@blackdiamondbroadcasting.com

Black Diamond Broadcasting is an equal opportunity employer.

