



Newcap Radio has an exciting opportunity for an **Account Manager** at New Country 92.3 and UP93.1 in Fredericton, NB. Reporting directly to the General Sales Manager, the successful candidate will be responsible for the following:

- Prospect and develop new business
- Revenue growth and management of existing clients
- Manage all aspects of client customer service from contracts, creative coordination, promotions, billing and collections
- Achieve sales budgets and operate within company guidelines

The successful applicant should have the following qualities, attributes and experience level:

- Highly creative, strategic and enthusiastic
- Strong negotiating skills
- Ambitious, hardworking and self-motivated
- High level of communication, organization and interpersonal skills
- Ability to work well independently and a strong team player
- Sales experience as a media account manager
- Strong knowledge of the local Fredericton advertising market

Interested applicants are invited to send a resume by July 23, 2016. Please send Resumes to the General Sales Manager Kenton Dunphy kdunphy@newcap.ca

NO PHONE CALLS PLEASE

Newcap Radio values diversity in its workforce and is committed to Employment Equity. We would like to thank all applicants for their interest in this position; however, only those being considered for an interview will be contacted.