

### Job Description:

LMC RADIO operates SIX successful radio stations in the Lexington radio market. Currently, we have an opening for exceptional a candidate to help manage client relationships and create new business affiliations. We provide our teams with great products to sell, superior training tools, and a sales system that supports business development and rewards performance.

### Responsibilities:

- Responsible for managing and servicing a substantial list of key regional and local agency station accounts
- Present solutions both verbally and written and build relationship with key accounts while advancing share and maintaining account activity.
- Meet or exceed targets and revenue with present and prospective accounts
- Provide consultation on the value of radio to new prospects
- Media sales background preferred – this is a business-to-business position

### CONTACT:

James MacFarlane, Group General Manager  
LMC Radio Group Lexington  
401 West Main Street, Ste 301  
Lexington, KY 40507

Send resume and other information to [Jobs@LMCOMM.Com](mailto:Jobs@LMCOMM.Com)  
Please no telephone calls. LMC Radio is EOE.