

## Radio City

Position	<b>Key Account Manager-Corporate Sales</b>
Job Description	<ul style="list-style-type: none"><li>• To generate revenue for market through Prime time, Non–Prime Time utilization via corporate clients and agencies, for FCT and Non FCT ( content integration, show sponsorship, local properties and Web Radio)</li><li>• To generate business from delta clients by proactive pitching.</li><li>• To generate revenue from focus markets by understanding the client requirements</li><li>• To acquire and negotiate with new corporate clients and upgrade existing clients by studying and understanding their requirements and preparing presentations, proposals accordingly</li><li>• To prepare sales reports including daily calls reports, weekly reports, sales projection reports, monthly sales plan etc through competition tracking and market analysis</li><li>• To closely work with creative team to effectively conceptualize on the client brief</li><li>• To work closely with collections team to ensure timely collections</li></ul>
About Radio City	Radio City 91.1 FM is India’s first and leading FM radio brand. Promoted by Music Broadcast Primate Limited (MBPL),the private FM network has captured the hearts of millions of listeners across 20 FM stations in Mumbai, Delhi, Bangalore, Chennai, Ahmedabad, Pune, Hyderabad, Lucknow, Jaipur, Vadodara, Surat, Sholapur, Nagpur, Sangli, Coimbatore, Vizag, Ahmednagar, Akola, Nanded and Jalgaon. Radio City 91.1 FM has been the No 1 station in Mumbai & Bangalore consistently for 250+ weeks* & amongst top 2 FM players across network for last 14 quarters
Additional Skillset	<ul style="list-style-type: none"><li>• Good verbal and written communication skills</li><li>• Good learner and self-starter, and a team player</li><li>• Good management and leadership skills</li><li>• Good relationship with clients</li></ul>
Qualification	MBA

Location	Delhi
Compensation	Upto 8 lacs (depending on experience and current CTC)
Work Experience	3-5 years of work experience (ad sales exp and knowledge of Delhi market is must)
Contact Person	Interested Candidates, may forward their resume on <a href="mailto:shumailam@myradiocity.com">shumailam@myradiocity.com</a>