

## **General Sales Manager | KAPP/KVEW TV | Phase 3 Digital Kennewick, WA**

### **About us:**

KAPP/KVEW TV & Phase 3 Digital, your local ABC affiliate in the Yakima/Tri Cities market of Washington State, is part of Morgan Murphy Media. We are a family-owned, people-first business and our communities are at the core of what we do and who we are.

### **About this opportunity:**

Morgan Murphy Media-Kennewick, WA (KAPP/KVEW TV and Phase 3 Digital Agency) is seeking an experienced media sales professional to join one of the few family-owned media companies in the country.

Becoming part of a family-owned company gives you the opportunity to be an integral part of our success, and to be recognized at the highest levels of the company!

If you're the type of leader who inspires others to reach higher and has a proven track record of creating multi-media advertising solutions that lead to lasting customer relationships, we want you to lead our Sales Department!

We'll also want to know about your experience with budgeting, managing inventory, recruiting, on-boarding, coaching, and meeting revenue goals.

This is a rare opportunity to work for a growing company in the Tri-Cities, a booming metropolitan area in southeast WA where the sun shines 300 days of the year! Tri-Cities offers amazing outdoor views, cultural diversity and is known as the "Heart of Washington Wine Country."

### **What you'll do:**

- Manage and guide a sales team towards achieving station goals on all platforms
- Develop and implement sales strategies, monitor progress and institute action plans
- Create and manage new business and non-traditional revenue campaigns
- Work directly with clients to develop effective advertising strategies
- Work with General Manager and other department managers to accomplish station objectives
- Collaborate with sales management from other MMM markets to meet and exceed company-wide goals

**What you'll bring:**

- Five years of broadcast sales management experience preferred
- Experience with transactional, local business development, digital and multi-platforms sales
- Proficiency in Microsoft Office and Excel

**What KAPP/KVEW/Phase 3 Digital offers:**

- We're a dynamic and progressive family-owned business that values our employees, our culture and our community
- We are a team of talented and creative professionals. Who wouldn't want to work with the best in the business?
- We are committed to maintaining a culture where employees can flourish and grow, professionally and personally
- We offer very competitive compensation and benefits to successful candidates who are motivated to become future industry leaders
- Our robust benefits package includes medical, dental, vision, prescription, life and long-term disability insurance, EAP, flexible spending account, and 401(k)
- Time off work/life balance is important to us. We provide vacation days, sick days, personal days and 9 paid holidays

**What's next?**

For online application instructions go to: <https://morganmurphymedia.com/current-openings/>

*Disclaimer: As a condition of employment, Morgan Murphy Media requires that newly hired employees be fully vaccinated against COVID-19 to the extent permitted by applicable law and subject to any medical or religious accommodations.*

**KAPP/KVEW IS AN EQUAL OPPORTUNITY EMPLOYER**