



ABOUT GRAY TELEVISION:

Gray Television supports *local community interests* by providing quality television broadcasting and exceptional service in each market we serve. We own and operate leading media outlets in over 50 markets throughout the country – all delivering the news, weather, sports and entertainment that millions of our neighbors count on every day. We are an *unmatched broadcast pioneer* that keeps getting bigger and better.

We constantly strive for excellence. Through upgrading to the *latest technology* and seeking new ways to stay on top in our markets, we focus on training and development of the *best and brightest* employees in the business.

ABOUT STATION:

WABI TV5 CBS/CW Affiliate - #1 rated legacy station located in Eastern and Central Maine has a proud heritage with a forward-thinking strategy. WABI TV is the market leader with viewers relying on news and weather coverage from LOCAL anchors and meteorologists. Along with strong news ratings, a robust website, SEC/CBS Sports and CBS Primetime, we deliver the results for our viewers and advertisers.

JOB SUMMARY:

WABI TV5 seeks a dynamic Account Executive to join our award-winning team. The desired candidate will be required to sell multi-media solutions on all Television and Digital platforms to an established account list to achieve sales targets and maximize revenue. Candidate should possess creative negotiating skills and be highly motivated.

GENERAL RESPONSIBILITIES (Use bullet points & Listed duties):

- **Maintain, service, and expand existing client relationships and key accounts**
- **Understand the business objectives and advertising strategies of clients and find ways to help them achieve their objectives through effective advertising**
- **Develop short and long term plans for revenue growth**
- **Identify and develop new business**
- **Create compelling oral and written presentations**
- **Coordinate commercial production with a creative team**
- **Monitor accounts receivables and assist with collections**
- **Other Duties as Assigned**

QUALIFICATIONS:

- **College Degree or equivalent work experience.**

ADDITIONAL INFORMATION: Please apply online at www.gray.tv/applynow

Gray Television provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Gray Television complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

Gray Television expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of [Company Name]'s employees to perform their job duties may result in discipline up to and including discharge.

35 Hildreth Street, Bangor, Maine 04401

Tel 207-947-8321

www.wabi.tv

Fax 207-947-9378