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Market Manager – Elmira, NY

Description

Elevate Your Career in Media Leadership

7 Mountains Media, a dynamic and innovative media company in Elmira NY, is seeking an exceptional **Market Manager** to lead our team to new heights. We're not just looking for someone to manage; we're searching for a visionary leader who can drive revenue growth, foster a culture of excellence, and position our brands for continued success.

Your Opportunity

As our Market Manager, you'll have the exciting opportunity to oversee all aspects of our Elmira, NY market operations. This includes strategic planning, revenue generation, team leadership, and operational management. You'll be the driving force behind our radio, digital, and creative service offerings, ensuring we deliver exceptional value to our clients and listeners.

Responsibilities

- **Strategic Vision:** Develop and execute comprehensive strategies to maximize revenue across all platforms – radio, digital, and creative services.
- **Sales Leadership:** Lead, inspire, and coach a high-performing sales team to exceed revenue targets and achieve individual and team goals.
- **Operational Excellence:** Oversee daily operations, including budgeting, forecasting, inventory management, and resource allocation.
- **Client Relationships:** Cultivate strong relationships with key clients and agencies, ensuring their needs are met and opportunities for growth are explored.
- **Market Intelligence:** Stay ahead of industry trends, competitor activity, and emerging technologies to identify new business opportunities and maintain a competitive edge.
- **Community Engagement:** Represent 7 Mountains Media in the community, building strong relationships with local businesses, organizations, and listeners.

Qualifications

- **Proven Leadership:** A track record of success in leading and motivating teams to achieve outstanding results.
- **Media Sales Expertise:** 5+ years of experience in media sales management, with a deep understanding of radio, digital, and creative service offerings.
- **Strategic Thinking:** The ability to develop and implement innovative strategies that drive revenue growth and market share.
- **Financial Acumen:** Strong financial management skills, including budgeting, forecasting, and P&L analysis.
- **Communication Skills:** Excellent communication and interpersonal skills, with the ability to build strong relationships with clients, team members, and community stakeholders.
- **Passion for Media:** A genuine enthusiasm for the media industry and a

Hiring organization

Seven Mountains Media

Employment Type

Full-time

Job Location

Elmira, New York

Date posted

January 31, 2025

Valid through

31.03.2025

commitment to delivering exceptional content and services.

Join Our Team

If you're a dynamic, results-oriented leader with a passion for media, we encourage you to apply. 7 Mountains Media offers a competitive compensation and benefits package, along with opportunities for professional growth and development.

How to Apply

Submit your resume and cover letter to kristin@7mountainsmedia.com for consideration.

Join us and make your mark on the vibrant Elmira, NY media landscape! 7MM is an Equal Opportunity Employer.