



<https://7mountainsmedia.com/job/market-manager-2/>

## Market Manager – Frankfort, KY

### Description

#### Elevate Your Career in Media Leadership

7 Mountains Media, a dynamic and innovative media company in the heart of Frankfort, KY, 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 Frankfort 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.

### Hiring organization

Seven Mountains Media

### Employment Type

Full-time

### Job Location

40601, Frankfort, Kentucky

### Date posted

January 9, 2025

### Valid through

31.03.2025

- **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 commitment to delivering exceptional content and services.

**How to Apply**

Submit your resume and cover letter to [kristin@7mountainsmedia.com](mailto:kristin@7mountainsmedia.com) for consideration.

Join us and make your mark on the vibrant Frankfort media landscape!

7MM is an Equal Opportunity Employer.