



Chris Kiske, Vice President/General Manager, Brazos Valley Communications  
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# Job Opportunities

## Account Managers

### *What We're Looking For:*

Bryan-College Station's leading cluster of radio stations are looking for ambitious, creative, and highly motivated sales people to help convert the success of top stations into significant revenue gains this year. Applicants are encouraged to demonstrate their ability to prospect for new business, build and execute exciting promotional proposals, as well as research, understand, and solve customer needs. Brazos Valley Communications provides a supportive, diverse, and enjoyable work environment where hard work is rewarded and success is measured by more than line items on a spreadsheet. If you are challenged by new ventures, new media, and new approaches to radio broadcasting in the youngest market in America, please apply today.

### *Things That Will Help You Get This Gig:*

- If you are bilingual and can demonstrate the value of the Hispanic listening audience to both English and Spanish speaking prospects.
- If you can demonstrate the value of stations that play something besides Country Music in Texas.
- If you can demonstrate your aggressiveness and fearlessness in getting the order, while still exhibiting Customer Focused Sales techniques to foster long-term repeat business.
- If you are willing to do what it takes to stand out in pursuing a highly sought after position. The best way to do this is actually "sell" us on YOU in the manner you would sell our stations to a prospect.
- Proven sales experience is a plus, but a track record of going the extra mile in any passion is required.

## Other Opportunities

- **Air staff** – Honestly, these gigs are very few and few between, but we are always taking applicants should a position become available. Most likely you would begin as part-time leading to full-time unless you have specific on-air experience as a professional radio broadcaster.
- **Promotions / Production / Board Operators** – These are part-time "foot in the door" positions that allow employees lacking specific radio skills to learn and demonstrate the work ethic and accountability we are seeking. Several full-time employees began in these entry level positions, advancing quickly.
- **Internships** – We are also willing to craft an internship in any department inside the station including sales, programming, promotions, interactive, engineering, or the business office. Paid and Unpaid.

*Submit Cover Letters, Resumes, Presentations, Airchecks (no phone calls) to:*

**[JOBS@BRAZOSRADIO.COM](mailto:JOBS@BRAZOSRADIO.COM)**