

## ROUND ONE: INTERVIEW WITH SCRIPPS

**Are you ready for your next adventure?  
Our sales team at Scripps is growing!**



### **Associate Account Executive**

E.W. Scripps, a premier media organization is seeking a high-energy, multi-tasking Associate Account Executive to join our Sales team at KMGH-TV in Denver Colorado. The successful candidate will have some sales experience. You would be assisting and gaining working knowledge of the various departments within the sales department.

Phase I - You will gain a working knowledge and be trained in the performance of the following types of duties:

- Local Sales – Handle airtime sales to advertising agencies and direct clients; process orders into station systems and generate contracts; schedule paid programming; resolve airtime scheduling problems such as revisions; make goods, preemptions, discrepancies and cancellations.
- Research/Marketing – Prepare analysis of market program audiences and estimates; assist sales in marketing initiatives; create sales campaigns and presentations; work with Nielsen ratings/products; learn use of ABC network systems.
- Traffic – Input local copy instructions and orders; manipulate inventory and commercial placement; formatting of daily logs.
- Digital – Gain understanding of multi-platform media such as online media, mobile and digital sales.

Phase II - In the remaining months of the program, you will work with the account executives to become fully immersed in your role as a sales professional. Responsibilities will include:

- Perform client services including but not limited to avail presentations, package preparation, copy writing, credit applications, collections, etc.
- Create non-traditional revenue opportunities, coordinating production efforts for new clients and executing post-buy analyses of broadcast and digital schedules
- Obtain commercial material to be used by Traffic for on-air schedules.
- Develop new business for multiple platforms (such as on-air, mobile, online, digital) and utilize research to position the station as a premiere marketing vehicle.
- Perform other duties as assigned.

## **Education**

College degree in Communications or Marketing preferred.

### **Skills & Abilities**

- Working knowledge of Microsoft applications.
- Self-motivated, creative and strong people skills
- Detail-oriented with excellent written and oral communication/presentation skills
- Ability to work within a team framework are required
- Driving required. Valid Driver's License, good driving record and ability to provide proof of insurability with company required insurance limits.

## **About Scripps**

[The E.W. Scripps Company](#) (NASDAQ: SSP) advances understanding of the world through journalism. As the nation's fourth-largest independent TV station owner, Scripps operates 60 television stations in 42 markets. Scripps empowers the next generation of news consumers with its multiplatform news network Newsy and reaches growing audiences through broadcast networks including Bounce and Court TV. Shaping the future of storytelling through digital audio, Scripps owns top podcast company Stitcher and Triton, the global leader in technology and measurement services. Scripps runs an award-winning investigative reporting newsroom in Washington, D.C., and is the longtime steward of the Scripps National Spelling Bee. Founded in 1878, Scripps has held for decades to the motto, "Give light and the people will find their own way."

As an equal employment opportunity employer, The E.W. Scripps Company and its affiliates do not discriminate in its employment decisions on the basis on race, sex, sexual orientation, gender, color, religion, age, genetic information, medical condition, disability, marital status, citizenship or national origin, and military membership or veteran status, or on any other basis which would be in violation of any applicable federal, state or local law. Furthermore, the company will make reasonable accommodations for qualified individuals with known disabilities unless doing so would result in an undue hardship for the company.

# Sales Trainee Program



## Why Mutual of Omaha?

### Who We Are

Mutual of Omaha is a Fortune 500 company that protects what matters most to our customers. Our Group Sales division wholesales life, disability, accident, critical illness, vision and dental insurance.

### Sales Trainee Program

Our 12-month Sales Trainee Program includes classroom training, self-study and real-world experience. Sales trainees are paired with a mentor, a seasoned professional, to guide them through the program and offer valuable tips of the trade. Our program provides the coaching, development and tools needed to build relationship and become a successful sales rep, effectively selling group insurance products to brokers across the country.

### What You'll Get



Top Notch Training



Dedicated Mentor



Unlimited Income Potential



Family Culture

### What We Want



Competitiveness and Self-Motivation



Excellent Communication Skills



Bachelor's Degree

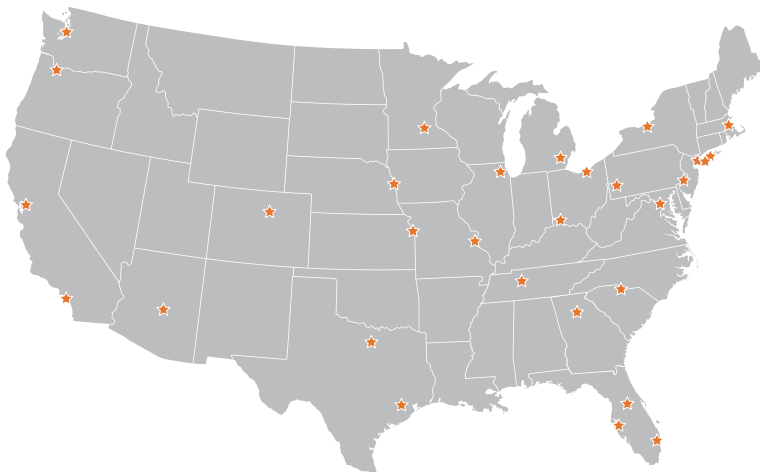


Willing to Relocate and Travel

## National Presence. Great Opportunities.

As a sales trainee you will train in one of our sales offices with a dedicated mentor for 12 months. Once your training is complete and you've graduated from the program, you will move to a sales office that has an open position.

### Nationwide Sales Offices



Mutual of Omaha and its affiliates are an Equal Opportunity /Affirmative Action Employer. Qualified applicants will receive consideration without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status.

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## Program Timeline



Learn the basics of products, sales, underwriting and how to be successful in business.



Dive deeper and learn how to effectively build relationships. You'll also quote, work on cases and begin selling.



Start putting what you've learned to the test by setting up broker meetings, conducting sales presentations, building relationships and selling business.



Continue to use your training, refine what you've learned and start building your client base.



Congratulations! You've completed the program. You are now prepared to start your sales career.

As you approach graduation from the Sales Trainee Program, you will have the opportunity to interview for a variety of sales positions located in offices across the nation. Our goal is to place all graduates who successfully complete the program, available positions are based on business needs and the selection process is competitive. Once you are selected for a sales position you will move to that location and start building your career.

Learn More!

CommitGrowAchieve.com



Commit. Grow. Achieve.



## **Job Description: Sales Development Representative**

Cloudbeds is a travel industry startup that works to make the world a more welcome place. We make advanced cloud-based hospitality software for hotels, hostels, vacation rentals and groups that manages reservations and guests, distributes room availability, sells inventory, and collects payments. Our hundreds of team members are distributed across over 30 countries and, altogether, we speak 20+ languages. How do we do it? On a #remotefirst platform that allows every member of our team to work from wherever they are around the globe. We're looking for people who want to disrupt the travel industry and love to travel as much as we do.

As a Sales Development Representative, you will support the execution of an effective prospecting strategy focused on delivering qualified property owners to a demonstration.

**Location:** Remote (US)

### **What You Will Do:**

- Generate leads lists from traditional and social media channels.
- Identify prospect decision-makers, uncover critical business issues, stimulate interest and communicate Cloudbeds' value proposition.
- Make and track 60+ phone calls per day within Salesforce CRM.
- Connect with 15+ new contacts per day and track within Salesforce CRM.
- Schedule demonstrations while making and tracking activities (email, phone, site visits).
- Ensure a smooth hand-off of these leads to Market Managers.
- Ensure 100% Salesforce (CRM) data integrity.
- Enrich our Outbound marketing activities with your local market/cultural insights.
- Stay current on industry issues/trends and competitive offerings.
- May be required to prospect in-person locally and/or travel.
- Other duties, as required.

## You'll Succeed With:

- Hotel/Hospitality/Travel Tech experience.
- Demonstrable aptitude for sales.
- A relentless drive to understand customer needs.
- Excitement for new technology and a strong technical aptitude.
- Positive and outgoing attitude.
- Exceptional organizational skills.
- University/college or equivalent graduate degree.
- Excellent English and local language skills.

Our company culture supports flexible working schedules with an open Paid Time Away policy and gives all team members the opportunity to travel and work remotely with great people. If you think you have the skills and passion, we'll give you the support and opportunity to thrive in your career. If you would like to be considered for the role, we would love to hear from you!

## Company Awards to Check Out!

- Fastest Growing Companies | Inc. 500 (2018 & 2019)
- Best Places to Work | Inc Magazine (2017 & 2018)
- Best Places to Work | HotelTechReport (2018, 2019, 2020, 2021)
- Start-Ups to Watch | Forbes (2018)
- Best Startup Employers | Forbes (2020)
- Technology Fast 500 | Deloitte (2020)
- Top 100 North America | Red Herring (2020)

Cloudbeds is proud to be an Equal Opportunity Employer that celebrates the diversity in our global team! We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

Cloudbeds is committed to the full inclusion of all qualified individuals. As part of this commitment, Cloudbeds will ensure that persons with disabilities are provided with reasonable accommodations. If reasonable accommodation is needed to participate in the job application or interview process or to perform essential job functions please contact our HR team by phone at 858-201-7832 or via email at [accommodations@cloudbeds.com](mailto:accommodations@cloudbeds.com).

View this description or apply online:

<https://cloudbeds.applytojob.com/apply/s5E48zkrt3/Sales-Development-Representative>