



GSB MEDIA LLC

GSB Media Sales Representative Expectations and Responsibilities

As a Sales Representative of GSB Media, your primary role is to SELL ADVERTISING to businesses utilizing all of GSB Media's advertising assets, including radio, social media and radio stations' websites, as well as any new asset the company may introduce.

Expectations

- You are expected to ACHIEVE YOUR BUDGET by engaging in:
 - o Planning
 - o Prospecting
 - o Conducting Client Needs Analysis
 - o Creating and Presenting Proposals
 - o Closing the Sale
 - o Account Management



GSB MEDIA LLC