



## **Director, Affiliate Syndication and Sales**

Skyview Networks is the leading independent audio solutions company specializing in content syndication, broadcast technology services and network audio sales. Skyview is in a significant and dynamic growth phase and is seeking a highly motivated Director, Affiliate Syndication and Sales to lead a team tasked to drive substantial network affiliate sales results for exciting, high-profile programs and innovative services. Only candidates with proven affiliate sales success, management experience and a deep understanding of the radio industry and audience trends will be considered.

### **Requirements:**

- Proven affiliate sales audio experience across multiple programs and formats
- Must easily leverage connections with decision-makers at all levels of radio group management and station programming and sales
- Ability to lead and collaborate with a team of seasoned radio professionals, syndicated programming partners and high-profile personalities
- Self-motivated professional that thrives in a fast-paced and results-driven environment
- Solution-oriented, resourceful, efficient, and highly dependable team member

### **Responsibilities:**

- Aid in developing and overseeing strategic efforts to grow affiliation for all of Skyview's syndicated networks and future networks
- Manage a team of experienced affiliate sales professionals to affiliate current and future network partners
- Advise on program branding and provide direction on marketing campaign angles for network partners, including opportunities in paid and earned media
- Perform responsively and with the upmost client care to prospective and current affiliates
- Provide insight to trends and report weekly on target, pending and closed affiliations
- Enthusiastically represent Skyview Networks' portfolio of programming and broadcast solutions to decision makers
- Travel as required to industry events to promote Skyview programming, network with industry executives, and approach and pitch programming

Compensation includes base salary and performance bonus commensurate with experience and results

Skyview Networks fosters an inclusive and positive work environment and provides generous health, life and dental benefits including a 401k plan.

Position can be based in Skyview's Scottsdale, Arizona offices and/or remote work location TBD.

If interested, please submit a brief cover letter, resume, and salary requirements by email to [SkyviewHR@skyviewsat.com](mailto:SkyviewHR@skyviewsat.com).