



Manager of Client Planning

Location: Scottsdale, AZ

Position Type: Full-Time

As a Manager of Client Planning you will work closely with Skyview's Director of Network Sales, assisting with a range of audio network clients, projects and responsibilities. You will also be working with a team of talented national network sales executives to drive results for Skyview Networks.

Requirements:

- Experience and familiarity with the following is highly preferred, but not required: Understanding of media research and analytics, specifically with Nielsen, Act1, RAB, and lead generation tools; radio broadcast terminology and ratings; advertising agencies; media planning
- Flawless eye for detail
- Positive, team player attitude
- Ability to multi-task and stay focused to meet deadlines in a very fast-paced environment
- Ability to learn systems and new software quickly and thoroughly
- Excellent communication skills across all teams to get things done efficiently and correctly
- Expert level knowledge of Excel

Job Duties:

- Serve as the person to provide day-to-day support to an assigned Director of Sales as point of contact for daily work duties
- Manage all phases of quantitative and qualitative research to support sales initiatives
- Translate both qualitative and quantitative results into client schedules for sales proposals, including complex Excel spreadsheets
- Ability to think outside of the box and turn data and research into strong sales stories
- Design clean, creative proposal shells using PowerPoint
- Generate and manage network ratings reports

Skyview Networks:

Skyview Networks is a sports, entertainment and news audio sales company based in Scottsdale, Arizona. For more information, visit skyviewnetworks.com.

To Apply for this Position:

1. Cover letter stating your interest in the position
2. Your current resume

Please submit application to Barbara@skyviewsat.com