



Media Consultant/Advertising Sales 2025-2026 academic year

Are you seeking a job that offers real world, hands-on experience before graduation? Our Media Sales Consultants/Account Executives drive sales for assigned advertising accounts. They consult, promote, and sell innovative marketing and advertising solutions across various platforms.

Duties

- 1) **Build Client Relationships:** Develop strong relationships with customers and local business owners. Generate leads and conduct client pitches.
- 2) **Manage Accounts:** Ensure your client's ads are running as ordered and meeting all deadlines. Send proof of placement and campaign reports generated by our digital team.
- 3) **Sell Advertising:** Plan and prospect new and existing clients. Sell advertising and media services to both existing and new customers. We have over 50 media products we sell.
- 4) **Operate efficiently:** Utilize Salesforce and Monday.com CRM for account and order tracking. Follow up, monitor, and optimize media services for best results.
- 5) **Collaborate:** Assist creative teams in executing client deliverables. Work directly with the digital marketing team to execute digital ad campaigns. Work directly with other team members across all of our media outlets.

Skills You'll Gain

RMSMC AE's career success stems from the valuable skills acquired in this role. It provides professional, hands-on experience, offering consistent training to develop the following skills:

- Warm calling
- Closing
- Rapport building
- Negotiation
- Problem solving
- Relationship management
- Active listening
- Crafting pitches
- Use a CRM (Salesforce)
- SaaS (software as a service)

Requirements

Every Consultant receives ongoing training so there is **no previous sales experience required:**

- Driven individual, with a true passion for selling.
- Well organized and the ability to exhibit a high level of attention to detail.
- Extraverted individuals with solid communication and presentation skills.
- Self-starter with confidence, drive and a strong work ethic. Demonstrate ability to meet and exceed expectations and goals.
- Must be self-aware, highly personable, a good listener and must enjoy working directly with clients in a professional setting.
- Must be available to attend all training sessions and staff meetings.



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- The ideal candidate will bring a positive attitude to the team every day.

Details

- Two to three Media Consultant/AE positions available
- Paid hourly position \$15/hour. After the training period, it has the potential to earn a bonus \$\$\$.
- Super flexible schedule: Work around your class schedule (10 hrs. /week).
- Prime location: Convenient office located on level 1 in the LSC.
- Reports to Student Advertising Manager and Digital Services Adviser/Senior Sales Executive.

How to apply

Send your resume with a cover letter telling us how your skills are best suited for this exciting opportunity to: Christa.Reed@colostate.edu, Christa Reed, Advertising Director, Rocky Mountain Student Media. Applications will be accepted until the position is filled, but to ensure consideration, email your completed application packet **by 5pm on Friday, April 18, 2025.**

If the employee does not already have a Work Study Award, they will be expected to apply for Work Study for 2025-26. Work-Study Disclaimers: Colorado State University may conduct background checks on final candidates. Employee benefit information can be found on HR's Website at <https://hr.colostate.edu/current-employees/benefits/>

About Rocky Mountain Student Media

Rocky Mountain Student Media Corp's Mission:

- Providing CSU students with hands-on, real-world training to develop the skills needed for successful post-college careers.
- Delivering news, entertainment, and engaging content to the CSU and Fort Collins communities.

For a full EOE and DEI statement (and for other corporate info) visit:

<https://rmsmc.com/documents/>