

**KCPQ TV FOX 13 and KZJO TV FOX 13+ - Seattle, WA**

**September 7, 2023**

*The following represents brief descriptions. It is not intended, nor should it be construed, to represent a comprehensive and/or exhaustive description of all duties, responsibilities and skills required of each position.*

**News**

**Weather Anchor**

FOX 13 and FOX 13+ is seeking a full-time weather anchor/meteorologist to join our evening news team. The successful candidate must use weather data from several sources to interpret and then verbally and visually present current weather conditions and forecasts in a clear, concise, credible and interesting manner in newscasts and during live and taped reports. This position will be an evening shift, forecasting the weather in-studio on various weekday and weekend newscasts.

FOX 13 is looking for someone who is also eager to get out of the studio and report stories in the field related to weather, climate and the environment. This is a regular schedule with the understanding that the news industry is a 24/7 business and your schedule could change occasionally to accommodate breaking news, severe weather coverage, vacation relief or other staffing needs.

**ADDITIONAL DUTIES AND RESPONSIBILITIES:**

* Use station’s weather equipment, radar, and graphics effectively and creatively to produce and present weather information.
* Work effectively live in studio, on location or in taped settings.
* Be active on social media; engage viewers; promote stories in newscasts and on social media.
* Effectively communicate emergency weather information to the public in a clear, calm and concise manner.
* Remain familiar with current weather technology, equipment and industry changes.
* Work effectively with news management and newsroom personnel to develop content and production of newscasts.
* Work effectively with a team of studio personnel, including production techs, floor directors, and engineers.
* Act as ambassador for the station to foster public goodwill.
* Other duties as assigned.

A minimum of five years’ experience working as a weather anchor in a medium or large market preferred. Bachelor’s degree in meteorology, atmospheric science or related field preferred. Current or in process AMS Seal or NWS certification preferred.  Severe weather forecasting experience a plus.  Working knowledge of weather and newsroom computers.  Ability to ad-lib effectively with news anchors.  Good news judgment and knowledge of fair and accurate journalism practices.  Excellent people, writing and communication skills; must be a team player.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $125,000.00-135,000.00 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Weather-Anchor_R50023381)

**News Reporter**

KCPQ-TV and KZJO-TV, the FOX O&O duopoly in Seattle, Washington is seeking an on-air general assignment reporter who is passionate about breaking news, enterprise reporting, and dynamic storytelling. If you are an experienced news reporter who can deliver a great live shot, we’d like to see your reel. The candidate must want to own the big story and develop sources. This position requires the ability to effectively break news online and on social media, while also delivering live and taped reports to our TV viewers. The news reporter should also be a top-notch writer, who can carefully match words to video and other visual elements.

The successful candidate should have about five years’ experience on camera in a mid-to-large level TV market. Our news reporters possess the highest standards of journalistic integrity in a major American television market. Accuracy and fairness in news reporting is a must – both online and on television. The successful candidate should have extensive experience in live reporting during breaking news and other unscripted situations. The ability to edit or shoot video is an added bonus, but not a deal-breaker. This is a full-time position with a regular shift and schedule, but the news is a 24/7 world and that could occasionally include other shifts as breaking news or staffing changes warrant. Must possess a valid credit card and driver's license.

**Required Skills and Abilities**

* Ability to work independently in a high pressure, fast-paced environment, gathering information to discern the newsworthiness of events.
* Excellent editorial judgment and the ability to produce content on all newsroom platforms including television, online, and social media.
* Strong interpersonal skills with colleagues and interviewees.
* Must be able to work flexible hours, shifts and shows; early mornings, late nights, weekends, and holidays may be required.
* Must have a valid credit card and driver's license.

**Physical Requirements**

* Prolonged periods sitting at a desk and working at a computer.
* Regularly stand, walk, sit, reach with hands and arms, and talk or hear.
* Occasionally required to climb or balance and stoop, kneel, crouch, or crawl.
* Regularly lift and/or move up to 10 pounds.
* Vision abilities include close vision, distance vision, color vision, and ability to adjust focus.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $80,000.00-95,000.00 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/News-Reporter_R50023092)

**Multimedia Sports Producer**

FOX 13 and FOX 13+ the FOX Television Stations Owned & Operated duopoly in Seattle is seeking a Multimedia Sports Producer to join the biggest and best TV sports team in the Pacific Northwest. We are expanding our team to include a utility player who can produce, write, shoot and edit sports content for broadcast, digital and streaming platforms.

As a multimedia producer, one day you could be shooting a Seahawks news conference and then writing and editing the material for broadcast. The next day, you could be building the rundown for one of our weekly sports programs like “Seattle Sports Live” or “What’s Kraken.” While the primary role is content production, if you have TV or radio broadcast experience, you may occasionally find yourself appearing on our programs as a reporter or contributor. The FOX 13 Sports team covers Seattle’s seven professional teams (Seahawks, Mariners, Kraken, Storm, Sounders, OL Reign, Seawolves) plus minor league teams and colleges & universities.

**Duties/Responsibilities**

* Produce, write, shoot, and edit sports content for digital and linear platforms.
* Monitor sporting events and gather video directly from source or from feeds.
* Edit sports highlights and gather scores.
* Communicate production needs to Directors and Production teams.
* Maintain open communication with News Director, the news management team, and all station personnel to efficiently, respectfully, and professionally complete news assignments.
* Work closely with Assignment Desk staff to coordinate live shots and Reporter and Photographer assignments.
* Provide direction and talent instruction to crews in the field and in studio.
* Collaborate about changes with Executive Producer prior to air and during newscasts.
* Develop and oversee sports specials including live and taped material.
* Manage daily production of newscasts by compiling and writing stories, logging video, etc. within specific time constraints to meet news deadlines.
* Collaborate with web/social media team to coordinate coverage for online and on-air stories.
* Quickly add appropriate information to newscasts in the event of breaking news.
* Produce unscheduled breaking news or other items as events warrant.
* Attend and participate in department meetings.  Provide suggestions for news related stories and participate in post-production critiques.
* Demonstrate responsibility for all equipment issued by FOX.
* Comply with all FOX Corporate computer requirements.
* Comply with all FOX Corporate and station policies.
* Perform other duties as assigned.

**Required Skills and Abilities**

* Proficiency in desktop editing, video journalism for news broadcast, and newsroom programs like iNews or ENPS
* Proficiency with MS Office including Outlook, Word, Excel, and PowerPoint.
* Strong verbal and written communication skills.
* Excellent problem-solving and critical-thinking skills.
* Ability to work under daily pressure and successfully manage multiple projects and deadlines.
* This is a full-time position on a regular shift, but covering sports requires adhering to team and season schedules, which include games or matches in evenings or on weekends.

**Education and Experience**

* One (1) year of experience in a medium to major television market is preferred.
* Bachelor’s degree in Communications, Journalism, Radio/TV or related discipline preferred.

**Physical Requirements**

* Prolonged periods sitting at a desk and working at a computer.
* Regularly stand, walk, sit, reach with hands and arms, and talk or hear.
* Occasionally required to climb or balance and stoop, kneel, crouch, or crawl.
* Regularly lift and/or move up to 10 pounds.
* Vision abilities include close vision, distance vision, color vision, and ability to adjust focus.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $70,000.00-80,000.00 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Multimedia-Sports-Producer_R50023068)

**Anchor/Reporter**

FOX 13 and FOX 13+, the Fox O&O duopoly in Seattle, Washington is seeking a News Reporter to join our news team. The ideal candidate will possess strong presentation skills with the ability to enterprise unique stories as well as cover breaking and hard news. Strong live skills are required. The candidate will display professionalism and personality both on and off air.

This position requires a strong work ethic, broad knowledge of current affairs and the ability to work effectively in a team environment. In addition, this anchor/reporter must develop sources, and pitch compelling, enterprise stories. Candidates must have proven presence on social media and be as comfortable in the social media world as they are in broadcasting. The candidate must operate with a high degree of journalistic ethics, emotional intelligence and must demonstrate the ability to develop and nurture a natural connection to people and the community.

You must be a self-starter with a great attitude and a desire to win. We require that you are able to work independently in a high pressure, fast-paced environment, gathering information to discern the news worthiness of events. When anchoring, you should be engaging with your co-anchors and the viewer. You should be able to go off-script in breaking news situations and not worry about a TelePrompTer. When reporting, you will research thoroughly, write clearly, and produce stories that are compelling and memorable. You must be a voracious news consumer, engaged in our community and participate in station sponsored events. Other duties as assigned and deemed appropriate.

Prefer a minimum of five years’ experience at a local television broadcast media outlet as an anchor/reporter producing and delivering local content. Must have excellent editorial judgment and have the ability to produce content on all newsroom platforms, including television and digital media. Must have strong interpersonal skills with colleagues and interviewees. This is a full-time position with a regular schedule, but the news is a 24/7 environment which could mean occasional other shifts as news events or staffing needs warrant. Must have valid credit card and driver's license.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $100,000.00-130,000.00 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Anchor-Reporter_R50022757)

**Photographer**

FOX 13 and FOX 13+, the FOX O&O duopoly in Seattle is seeking a photojournalist with experience to join our news team. The primary role of the photojournalist is to be an NPPA-style visual storyteller. This role will shoot, co-produce, edit, and present images with sound for multiple platforms including television, digital, and social media.

As a news photojournalist, you must be a go-getter. This position requires the ability to go live in breaking news situations and multi-task by shooting video, editing, and feeding raw and edited material. Must be willing to conduct interviews on your own including man-on-the-street and “go live” as a performer in breaking news situations.

The successful candidate must have an understanding of bonded cellular technology and live truck operations, experience operating ENG/KU/IP vehicles and equipment is preferred. Must be able to use field lighting to produce well-lit content, as needed. Experience with non-linear editing equipment, such as Edius and/or Adobe Premiere is required. Experience with Sony XDCam Camera format is a plus. FAA license to operate a drone is a plus. Knowledge of iNews and desktop editing are preferred. Some writing and voiceover experience is also desirable/preferred. Perform other duties as assigned.

You must be a self-motivated, creative storyteller with strong shooting and editing skills on multiple platforms. The successful candidate must have a minimum of two (2) years’ experience, as a photojournalist/editor in a television news department. A willingness and ability to travel for story assignments, including international travel is also desirable. The news is a 24/7 world, and we’ll work with you on a regular work schedule that could occasionally change to fit the needs for mornings, nights, weekends, or holidays. Must have a valid credit card, valid driver’s license and maintain a clean driving record.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $34.81-39.62 per hour for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Photographer_R50022755)

**News Anchor**

FOX 13 and FOX 13+, the Fox O&O duopoly in Seattle, Washington is seeking a News Anchor to join our news team. The ideal candidate will possess strong presentation skills with the ability to enterprise unique stories as well as cover breaking and hard news. Strong live skills are required. The candidate will display professionalism and personality both on and off air.

This position requires a strong work ethic, broad knowledge of current affairs and the ability to work effectively in a team environment. In addition, this anchor/reporter must develop sources, and pitch compelling, enterprise stories. Candidate must have proven presence on social media and be as comfortable in the social media world as they are in broadcasting. The candidate must operate with a high degree of journalistic ethics, emotional intelligence and must demonstrated ability to develop and nurture a natural connection to people and the community.

You must be a self-starter with a great attitude and a desire to win. We require that you are able to work independently in a high pressure, fast-paced environment, gathering information to discern the news worthiness of events. When anchoring, you should be engaging with your co-anchors and the viewer. You should be able to go off-script in breaking news situations and not worry about a TelePrompTer. When reporting, you will research thoroughly, write clearly, and produce stories that are compelling and memorable. You must be a voracious news consumer, engaged in our community and participate in station sponsored events. Other duties as assigned and deemed appropriate.

Four-year college degree, with emphasis in Journalism or Communications preferred. Prefer a minimum of five years’ experience at a local television broadcast media outlet as an anchor/reporter producing and delivering local content. Must have excellent editorial judgment and have the ability to produce content on all newsroom platforms, including television, online, and social media. Must have strong interpersonal skills with colleagues and interviewees. Candidate must be able to work flexible hours, shifts and shows; early mornings, late nights, weekends and holidays may be required. Must have valid credit card and driver's license.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $120,000.00-180,000.00 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/News-Anchor_R50022585).

**Producer**

FOX 13 and FOX 13+ is seeking a dynamic newscast producer to join our team. Our producers contribute to the full editorial process in our newsroom – from the first editorial call to the moment a live newscast wraps up. The producers at FOX 13 are top-tier journalists who have a passion for news in the Pacific Northwest – and around the world. Our producers are not “show stackers” – they are creative and curious journalists who think outside the box when building a newscast, and come to the table every day with compelling stories to pursue. Producers play a critical role in determining how the news is presented, which involves strategic story placement within the rundown, as well as crisp, clear writing for the anchors to deliver.

Producers are responsible for their individual, assigned newscast. Each producer works with their EP and other newsroom staff to take daily reporter assignments, VOs, VOSOTs and other stories to build a compelling, informative live newscast for the viewers of Western Washington. Producers log and transcribe soundbites, write VOs, teases and opens, create basic graphics and coordinate with video editors. They also manage the control room during their assigned newscast – working closely with a director and production team to ensure the live program is executed flawlessly.

When breaking news happens, producers should be able to quickly add the appropriate information to the show. They are also called upon to produce unscheduled breaking news or other items as events warrant. This is a full-time position on a regular shift, but the news is a 24/7 world and that could occasionally include other shifts as breaking news or other circumstances warrant.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $70,000-80,000 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Producer_R50022518).

**Marketing/Creative Services**

**Multimedia & Commercial Producer**

The Multimedia & Commercial Producer will work with our Sales Team to create attention-grabbing commercials for clients on linear TV and streaming platforms. Responsibilities include but are not limited to the following duties.

Do you like to tell great stories and work with leading edge gear? FOX 13 & FOX 13+ in Seattle, WA are looking for a Producer/Photographer/Editor to join the Marketing Team. You need to be a creative, high integrity, driven person who takes pride in your work and thrives on collaboration. We are a tight team that works hard and loves to win. We’re looking for people with ideas beyond a typical promotional spot and who want to make short-form videos and digital franchises in addition to topicals and image spots. Must have a can-do attitude and enjoy problem-solving.

**Duties/Responsibilities**

* Conceive, pitch, write, produce, and edit engaging commercial spots.
* Produce client-sponsored promotional content.
* Successfully execute projects in a fast-paced, deadline-driven environment.
* Ensure that assigned projects are organized, executed, and delivered on schedule.
* Demonstrate responsibility for all equipment issued by FOX.
* Comply with all FOX Corporate computer requirements.
* Comply with all FOX Corporate and station policies.
* Perform other duties as assigned.

**Required Skills and Abilities**

* Strong editing and graphic design skills.
* Strong image and promotion writing skills.
* Extensive knowledge and proven experience in Adobe Premiere and After Effects.
* Working knowledge of Adobe Creative Cloud products.
* Proficiency with TV/Film lighting and audio gear.
* Strong interpersonal skills and ability to collaborate successfully with all departments.
* Well organized, detail-oriented self-starter.
* Ability to work a flexible schedule that may require nights, early mornings, weekends, holidays, and emergency scenarios.
* Must provide a reel of work examples as part of the interview process.
* Must have valid driver’s license and clean driving record.

**Education and Experience**

* Minimum five (5) years of video production and marketing experience preferred.
* Experience shooting with DSLR and Cinema cameras.
* Experience in documentary/reality production a plus but not required.
* Previous TV promo experience strongly preferred.
* Bachelor’s degree in Marketing, Graphic Design, Communications, Journalism, Radio/TV, or related discipline preferred.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $70,000-80,000 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Multimedia---Commercial-Producer_R50023093-2).

**Sales**

**Vice President, General Sales Manager**

**Job Summary**

The Vice President and General Sales Manager leads and coaches the station’s broadcast, digital, and OTT sales teams to achieve and exceed revenue goals. The successful candidate will oversee the station’s sales, traffic, and research efforts, developing strategies for success on every platform. Responsibilities include but are not limited to the following duties.

**Duties/Responsibilities**

* In collaboration with the General Manager, develop and execute effective sales strategies, business plans, and initiatives to achieve ad-revenue budgets, maximize market share, and provide an optimal viewer experience.
* Lead and develop high-performing Sales, Traffic, and Research teams through strong mentorship, coaching, and performance management.
* Package, price, and control station inventory to achieve and exceed station revenue goals.
* Develop, analyze, and control revenue and expense budgets to conform to station objectives and Company requirements.
* Establish and maintain profitable relationships with client stakeholders and decision-makers.
* Work with the General Manager and VP of Finance to develop impact studies documenting profit and loss of programming models.
* Prepare and present monthly and quarterly sales reports to the General Manager and internal stakeholders.
* Regularly research current market conditions, perform competitor analyses, and tactically adjust sales plans to maximize market share.
* Oversee political advertising efforts and comply with all FCC requirements.
* Conduct regular department meetings to strategize on sales initiatives and facilitate collaboration.
* Establish a culture of initiative, inclusivity, and accountability that results in a “best in class” reputation from our clients.
* Develop and implement a training plan to optimize the performance of Sales and Traffic staff.
* Demonstrate responsibility for all equipment issued by FOX.
* Comply with all FOX Corporate computer requirements.
* Comply with all FOX Corporate and station policies.
* Perform other duties as assigned.

**Required Skills and Abilities**

* In-depth understanding of top-tier sales techniques; pricing strategies; budgeting; forecasting; national, local, and digital media negotiation processes; traffic systems; business-development techniques; inventory management systems; and ratings systems.
* Ability to conduct research, analyze data, and develop data-informed sales strategies.
* Ability to cultivate profitable, long-term customer relationships.
* Excellent decision-making, problem-solving, and critical-thinking skills.
* Ability to motivate, coach, and develop sales teams.
* Strong verbal and written communication skills.
* Ability to work a flexible schedule that may require nights, early mornings, weekends, holidays, and emergency scenarios.
* Local and/or national travel will occasionally be required.
* Proficiency with MS Office and a range of Sales platforms and technologies.

**Education and Experience**

* Five (5) management experience in Top 25 local television market preferred.
* Experience managing, training, and scaling successful sales teams.
* Bachelor’s degree in Sales, Marketing, Communications, Journalism, Radio/TV, or related discipline preferred.
* Training and certifications demonstrating mastery of sales techniques and leadership qualities highly desirable.

**Physical Requirements**

* Prolonged periods sitting at a desk and working at a computer.
* Regularly stand, walk, sit, reach with hands and arms, and talk or hear.
* Occasionally required to climb or balance and stoop, kneel, crouch, or crawl.
* Regularly lift and/or move up to 10 pounds.
* Vision abilities include close vision, distance vision, color vision, and ability to adjust focus.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $250,000.00-300,000.00 annually for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/VP--General-Sales-Manager_R50023019)

**Traffic Coordinator**

Are you an expert puzzle-solver seeking your next rewarding role on a close-knit team?  FOX 13 Seattle is seeking a Traffic Coordinator to support our Sales campaigns!  This vital position will ensure commercial placement and verify show program formats, commercial rotation, and advertiser separation.  Responsibilities include but are not limited to the following duties.

**Duties/Responsibilities**

* Verify programs, program numbers, break structures, log timings, advertiser placement, advertiser rotation, and advertiser separation.
* Frontload logs, place rejects, and generate daily log reports.
* Download logs for broadcast to Master Control and distribute final logs.
* Implement copy assignments as needed.
* Interpret and accurately assign copy based on client traffic instructions.
* Assist Traffic Director with program changes and notify them of any concerns, irregularities, and unsold inventory.
* Use WideOrbit software to ensure proper placement of ads based on their specific requirements.
* Perform other duties as assigned.

**Required Skills and Abilities**

* Proficiency with MS Office including Outlook, Word, Excel, and PowerPoint.
* Experience with WideOrbit software a plus.
* Excellent problem-solving and critical-thinking skills.
* Outstanding attention to detail, organization, and time-management skills.
* Strong verbal and written communication skills.
* Excellent customer service skills.
* Ability to work under daily pressure and successfully manage multiple projects and deadlines.

**Education and Experience**

* One (1) year of traffic experience preferred.
* Bachelor’s degree in communications, Journalism, Radio/TV, or related discipline preferred.

**Physical Requirements**

* Prolonged periods sitting at a desk and working at a computer.
* Regularly stand, walk, sit, reach with hands and arms, and talk or hear.
* Occasionally required to climb or balance and stoop, kneel, crouch, or crawl.
* Occasionally lift and/or move up to 10 pounds.
* Vision abilities include close vision, distance vision, color vision, and ability to adjust focus.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $25.48-30.29 per hour for Washington. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. Benefits for Union represented employees will be in accordance with the applicable collective bargaining agreement. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Traffic-Coordinator_R50022115-2)

**Account Executive**

Fox 13 KCPQ and Fox 13+ KZJO the Fox O&O in Seattle, WA has an opening for an Account Executive with an understanding of the local media landscape, sports, and cross-platform marketing in linear, digital, and sponsorship sales. The Account Executive will be responsible for growing existing business and developing new business to maximize client’s ROI and goals.

**Snapshot of Responsibilities:**

* Proactively maintain and grow an established list of agency buyers, planners, and direct clients.
* Drive new advertising revenue through direct sales across all media platforms.
* Oversee and steward all aspects of the account to ensure the schedule runs correctly, meets client’s KPIs and delivers successfully.
* Develop marketing solutions and presentations to key decision makers and buyers.
* Establish credible relationship with existing businesses and strong emphasis on developing new business.
* Makes virtual or in-person presentations to agency buyers and planners or local advertisers. Books orders and negotiates spot placement and rates based on the parameters for rate negotiations set by sales management and the advertiser parameters for each advertising campaign.
* Prepares quarterly sales revenue budget and target goal and is responsible for achieving budget and sales quotas established with management. Evaluates performance results against goals.

**Requirements:**

* 5+ years of selling experience at a media company and/or network, plus a strong overall knowledge of the sports marketplace and broadcast media industry.
* Experience in selling marketing partnerships with linear, OTT, and digital platforms.
* Excellent written and oral communication skills to effectively communicate, negotiate and influence internal and external contacts.
* Ability to work independently and have a strong sense of accountability.
* Strong analytical and problem-solving skills, as well as excellent interpersonal skills, with the ability to develop and maintain business relationships.
* Demonstrable knowledge of the local market, Wide Orbit, Nielsen and/or Comscore, qualitative research and available sales and research tools.
* Excellent business development skills, including but not limited to prospecting and cold-calling, lead qualification, handling objections, conceptual selling, client needs analysis, rate negotiation, closing and client relationship management.
* Must be a team player and stay dedicated to achieving results for the good of the organization.

Pursuant to state and local pay disclosure requirements, the pay range for this role, with final offer amount dependent on education, skills, experience, and location is: $24,000.00-24,000.00 annually for Washington in addition to commission. This role is also eligible for various benefits, including medical/dental/vision, insurance, a 401(k) plan, paid time off, and other benefits in accordance with applicable plan documents. [Click Here to Apply](https://fox.wd1.myworkdayjobs.com/FOXTVST_WEST/job/Seattle-Washington-USA/Account-Executive_R50018729)

**To apply for a specific open position, please click the link following each posting or go to**

<https://www.fox13seattle.com/jobs>

***NO PHONE CALLS, PLEASE.***

**KCPQ/KZJO IS AN EQUAL OPPORTUNITY EMPLOYER/M/F/DISABLED/VETERANS**