



## **Government Strategy Leader KHTK-AM, KNCI-FM, KYMX-FM, KZZO-FM**

Bonneville International has been a leader in broadcasting for over 50 years, with a mission to build up, connect, inform and celebrate communities and families across our markets. We currently own and/or operate 22 radio stations in Seattle, Phoenix, Denver, Sacramento, San Francisco and Salt Lake City, along with the NBC Affiliate TV station, KSL TV 5, in Salt Lake. We're proud of our history, and we want talented people to join us as we continue to grow!

### **DESCRIPTION:**

Bonneville Sacramento is seeking an experienced Government Strategy Leader to develop, strategize, pitch and win government public outreach campaigns within the State/Federal/County/City Agencies/Departments and collaborate on existing contract RFPs. Region covers statewide campaigns including the major Metro/DMA's – Sacramento, San Diego, San Francisco, Los Angeles and Riverside.

A Government Strategy Leader is responsible for strategizing and winning business opportunities with government entities, not the initial salesperson, but will get involved as a dedicated resource once a company pursues a lead. The capture specialist will oversee the RFP response process as well as manage won contract opportunities.

The Government Strategy Leader should be an accomplished business developer who also understands client services, project management, and proposal development.

### **ESSENTIAL DUTIES & RESPONSIBILITIES:**

- Cultivate and grow relationship development at the government and Agency level with key decision makers;
- Develop relationships and build partnerships in both public and private sectors;
- Must have proven project management skills and detailed documentation;
- The ability to uncover new revenues, cold call and be a "detective" to find the funding is necessary for success is a necessary skill;
- The specialist will be expected to drive and grow California revenues and assist in management and execution of all campaign elements along with the Government Execution Team
- Monitor government websites to continually find new opportunities.
- Identify new trends in marketing to enhance campaign proposals and effectiveness.
- This individual is also held accountable for achieving contract award goals, revenue goals, and successful campaign execution.

### **QUALIFICATIONS:**

- Sales experience is required - Outside and media sales experience is ideal but not required
- Knowledge of government procurement is ideal but not required
- The successful candidates must possess exceptional communication, presentation, and negotiation skills.
- Deadline management is critical. Must have the ability to plan and organize, set priorities and multi task in a fast-paced environment
- Must be self-motivated, goal driven and have a strong desire to succeed
- Active problem-solving, strategy development, and analytical skills are necessary



- The candidate must have a valid driver's license and a vehicle with appropriate insurance coverage.
- Maintain a valid driver's license and proven ability to safely drive personal vehicle without exposing Company to serious liability risks
- College degree preferred

**PHYSICAL DEMANDS:**

- Receive, process, and maintain information through oral and/or written communication effectively
- Substantial physical movements (motions) of the wrists, hands, and/or fingers
- Ability to extend hand(s) and arm(s) in any direction with good eye and hand coordination
- Lift, move, and carry up to 20 pounds on occasion

**ADDITIONAL JOB REQUIREMENTS:**

- Work in compliance with Company policies and procedures
- Work effectively in a team environment.
- Proven ability to handle stress.
- Ability to consistently work hours required. Works more when required to meet deadlines including weekends, evenings, etc.
- Project an appropriate professional appearance and demeanor
- Maintain positive and cooperative rapport with staff, management and clients
- Maintain confidentiality by not discussing internal matters, Company strategies, client's proprietary information, personnel matters, wage and salary information or any sensitive information with clients, competitors, listeners, the media or inappropriately with co-workers, and by not distributing our proprietary research or other information to our competitors.

**To apply please go to the following link:**

**[https://deseretmanagement.wd1.myworkdayjobs.com/BonSaltLake/job/Sacramento/Government-Strategy-Leader\\_R128-1](https://deseretmanagement.wd1.myworkdayjobs.com/BonSaltLake/job/Sacramento/Government-Strategy-Leader_R128-1)**

**No phone calls please**

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law. Minority/female/disability PWDNET/veteran are encouraged to apply.

February 2018