

## Account Executive

Port Authority is seeking an Account Executive to sell advertising for the benefit of Port Authority.

### Essential Functions:

- Sells transit advertising to Pittsburgh based agencies and businesses in order to meet quarterly sales goals as established by the Port Authority.
- Cultivates, maintains, and grows new accounts.
- Represents Port Authority in partnering opportunities regarding non-revenue or trade accounts.

### Job requirements include:

- High School Diploma or GED.
- Minimum of two (2) years out-of-home sales experience.
- Highly self motivated with a proven track record of success. Must possess a strong work ethic.
- Must be able to balance multiple tasks and be a team player.
- Must be able to travel to and from customer businesses via public transportation or automobile.
- Professional and effective communication skills.
- Demonstrated ability in the use of Windows, Microsoft Word and Excel.
- Valid PA driver's license.

### Preferred attributes:

- BA degree in Marketing or directly related field from an accredited school.
- Knowledge of Port Authority services.
- Previous sales training.



We offer a comprehensive compensation and benefits package. Interested candidates should forward a cover letter (*with salary requirements*) and resume to:

Amy Giammanco  
Employment Department  
345 Sixth Avenue, 3<sup>rd</sup> Floor  
Pittsburgh, PA 15222-2527  
[AGiammanco@portauthority.org](mailto:AGiammanco@portauthority.org)  
EOE