



Media Sales Professional

The Role

We are seeking a **Sales Professional** to help us drive growth in corporate sponsorship across print, radio, digital and physical applications. This as a part-time hybrid position. Compensation includes base pay and a generous commission. We expect that we will be one of several clients, a side project for someone in media sales, or extra income for a retired individual.

What You'll Do

- ❖ Working independently - prospect and close with new clients that align with the mission of Blue Lake Fine Arts Camp and resonate with our radio audience.
- ❖ Balancing mission with revenue goals - build and maintain relationships with businesses, agencies, and nonprofits in our 18-county service area as a brand ambassador.
- ❖ Present customized sponsorship opportunities across several platforms with the opportunity to develop creative solutions.
- ❖ Collaborate with internal teams to deliver campaigns that exceed expectations.

What We're Looking For

- ❖ Experience in media sales, advertising, fundraising, or sponsorship development.
- ❖ Strong communication and presentation skills.
- ❖ Proven record of meeting sales goals in a hybrid environment.
- ❖ Results-driven mindset paired with a genuine commitment to public service.
- ❖ Creativity, curiosity, and the ability to thrive with a collaborative team.

Ready to Make an Impact?

Contact Klay Woodworth, Blue Lake Director of Broadcasting, at kwoodworth@bluelake.org.

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Blue Lake Fine Arts Camp is an Equal Employment Opportunity employer.