



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

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Job Board Posting



Careers.Indigenous.Link

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Senior Manager, Brand Partnerships, Future Opportunities

Job ID	230606-en_US-5593	
Web Address	https://careers.indigenous.link/viewjob?jobname=230606-en_US-5593	
Company	Bell	
Location	Montreal, QC	
Date Posted	From: 2019-02-15	To: 2050-01-01
Job	Type: Full-time	Category: Miscellaneous

Description

Req Id:230606;At Bell, we do more than build world-class networks, develop innovative services and create original multiplatform media content; we're revolutionizing how Canadians communicate.

If you're ready to bring game-changing ideas to life and join a community that values bold ideas, professional growth and employee wellness, we want you on the Bell team;

The Bell Media team creates and delivers the best Canadian and international content across our digital media, television, radio, and out-of-home advertising platforms. We're looking for innovative team players ready to take some of the most well-known entertainment brands in the country to the next level; Bell Media is Canada's premier multimedia company with leading assets in television, radio, out of home and digital media, including CTV; Canada's #1 television network, and the country's most-watched specialty channels. It is a critical component of Bell's commitment to leveraging strategic investments in broadband networks to offer Canadians the best available content on any of the four screens they choose: television, smartphone, tablet and computer; Reporting to the General Manager, the Senior Manager, Brand Partnerships for commercial content, Bell Media French-language TV and sports channels, and Bell Media radio, digital and out of home;

Role and responsibilities:

- Serve as the main point of contact for Bell Media's production and content teams
- Collect information that is pertinent or useful for the development of new content
- Attend production or programming kick-offs for all new shows and content
- Communicate with all sales teams regarding changes, programming updates, events, new segments, new headliners and new formats for all Bell Media platforms
- Prepare presentation documents that highlight these opportunities
- Develop an innovative, multi-platform sponsorship offering for priority sales and programming content
- Take part in Multiplatform Strategies team brainstorming sessions
- Negotiate and approve creative ideas with decision makers for all platforms involved (commercialization / producer / programming directors / marketing)
- Define the commercial parameters of each sales opportunity
- Attend internal kick-offs for projects sold
- Production monitoring of content teams
- Analyze Bell's complete media portfolio and identify synergies between the media, products and programs
- Establish an annual execution schedule to advise them, so that throughout the year they each develop timely opportunities on the channels/sites included in their portfolio
- When new projects are created, meet with the marketing and production primes for each of the platforms and maintain ongoing contact with them in order to develop new opportunities
- Develop strategies/opportunities with the BP Canada team in order to stimulate sales (radio+TV+digital)
- Keep abreast of what is happening elsewhere in the market

Sales support:

- Attend all sales meetings and ensure that all opportunities are communicated to the representatives; follow up on current sponsorship projects
- Ensure ongoing daily/weekly communication with the representatives to share important information (either at sales meetings, by email, via the opportunities table or upon request, as required)
- Remain available to coach representatives who are pitching or visiting agencies.
- Take part in Multiplatform team brainstorming sessions / briefings.

Ensure that the coordinator forwards sales opportunities to the different media representatives (TV-radio and digital)

HR management:

- Supervise a team of advisors and ensure their development
- The director will be responsible for coaching and guiding advisors by working with them to draft documents, monitor pitch tables and follow up with the representatives regarding opportunities

Critical qualifications / competencies:

- A bachelor's degree in marketing or communications and at least five years of relevant experience in a similar position
- Creativity and ability to work independently
- Excellent writing and speaking skills in English and French
- Ability to multitask and strong organizational skills
- Knowledge of Microsoft Office: PowerPoint, Excel, Word, IBMS and Photoshop
- Knowledge of television, digital media, radio and OOH

- Attention to detail and meticulousness in completing tasks
- Willingness to handle urgent requests while remaining very flexible
- Adherence to Bell Media's values and application of them when carrying out duties
- Sound judgement, ability to prioritize, strong leadership skills and a sense of initiative
- Quick learner and ability to adapt
- Outstanding interpersonal skills and ability to maintain a healthy team dynamic
- Excellent leadership skills

#LI-CM1#Bilingualism is required (English and French); adequate knowledge of French is required for positions in Quebec.

Additional Information: Position Type: Management

Job Status: Regular - Full Time

Job Location: Canada : Quebec : Montreal

Application Deadline: 02/25/2019#Please apply directly online to be considered for this role. Applications through email will not be accepted. At Bell, we don't just accept difference - we celebrate it. We're committed to fostering an inclusive, equitable, and accessible workplace where every team member feels valued, respected, and supported, and has the opportunity to reach their full potential. Created: Canada, QC, Montreal

Pour plus d'informations, visitez Bell pour Senior Manager, Brand Partnerships, Future Opportunities