



# 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.Links 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.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

# Job Board Posting



Careers.Indigenous.Link

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## Account Manager

<b>Job ID</b>	<b>232640-en_US-4360</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=232640-en_US-4360">https://careers.indigenous.link/viewjob?jobname=232640-en_US-4360</a>	
<b>Company</b>	Rogers	
<b>Location</b>	Vancouver, BC	
<b>Date Posted</b>	From: 2024-06-17	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Telecommunications

### Description

Are you ready to take your career to new heights and be a part of a dynamic team at Rogers Sports & Media? We believe in creativity, innovation, and collaboration in everything we do, and we are looking for people who share this mindset to join us. With a monthly reach of 30 million Canadians, you can help shape the future of sports, news, e-commerce, and entertainment. At Rogers, we value diversity and inclusivity and believe that every voice matters. Join us today and be a part of a team that is redefining the future of

Rogers Sports & Media in Vancouver is looking for a dynamic Account Manager to manage a territory of direct clients in the Media Business Unit. The right candidate will excel in a fast-paced environment and drive incremental revenue across the premium portfolio of RSM's television, radio, digital and OOH assets. This position requires expertise in all aspects of the sales process from superior communication, relationship building abilities, accurate forecasting skills, solution selling and strong closing abilities, keen to new business development with intensive prospecting with customers through a detailed understanding of the clients business needs. The successful candidate will manage an existing list of valued advertisers plus develop new opportunities with local, agency and multi-market businesses and/or their media buyers. Also, will drive revenue across multiple-platforms and products, through integrated marketing strategies, across a powerful suite of Digital, Radio, Television, Sports, Out-of-Home and Advanced Advertising assets. Furthermore, will have access to Canada's best sports content from Sportsnet, SN Radio, SN Now, CBC Hockey Night in Canada, Blue Jays Baseball, plus the Rogers Sports & Media News & Entertainment brands such as CityNews, Breakfast Television, CityTV, Jack 96.9, Sportsnet 650, CityNews 1130 and more! Please note the successful candidate is required to be in the office 3 day a week.

What you will do:

- The Account Manager will be responsible to be the Single Point of Contact (SPOC) for agencies, marketers and direct clients and bring a consultative sales approach to maximize campaign efficiencies and deliver on client Key Performance Indicators (KPI's).
- Develop creative and revenue-generating strategies to attract prospective clients.
- Meet and exceed monthly, quarterly and annual sales targets.
- Provide best in class customer service to new and existing clients.
- Present innovative sales opportunities to small, medium and large clients.
- Write professional and comprehensive sales presentations.
- Collaborate with interlocking teams such as Client Solutions, Go to Market, Advanced Advertising, Revenue Management Traffic, Creative, Production, Branded Content & Integration and more, to efficiently serve customers and drive revenue.
- Manage a CRM (Salesforce) database to efficiently track all sales activity along with client contact information.
- Network to foster new relationships.
- Participate in ongoing marketing and sales training.
- Service client base in a professional manner consistent with Rogers Sports & Media's values.

What you will bring:

- Previous media sales experience required, with Radio, TV and Digital media experience a definite asset.
- Excellent presentation skills both written and verbal.
- Working knowledge of Microsoft Office suite of product (Word, PowerPoint, Excel).
- Self-motivated and results oriented.
- Proven sales track

record&lt;/li&gt;&lt;/li&gt;Working knowledge of the media industry&lt;/li&gt;&lt;/li&gt;Working knowledge of OMS (Wide Orbit, S4M, Operative1) an asset&lt;/li&gt;&lt;/li&gt;Working knowledge of Salesforce&lt;/li&gt;&lt;/li&gt;Must be able to multitask and work with multiple deadlines&lt;/li&gt;&lt;/li&gt;Ability to be flexible and work within a changing environment&lt;/li&gt;&lt;/li&gt;Highly organized&lt;/li&gt;&lt;/li&gt;Innovative thinker&lt;/li&gt;&lt;/li&gt;The successful candidate is comfortable with technology and has a proven track record of being able to learn and quickly adopt new software, systems, products, and processes.&lt;/li&gt;&lt;/li&gt;An effective Sales Account Manager has the ability to build relationships and work effectively with various different personality types, and individuals in various different organizations, departments, roles and responsibilities.&lt;/li&gt;&lt;/li&gt;Ideally, the successful candidate will have a proven track record in the Canadian media industry, and more specifically in the Vancouver/BC market.&lt;/li&gt;&lt;/li&gt;Someone that enjoys working in a fluid team setting, enjoys interacting with staff and clients, and contribute a sense of humor and fun to the culture of the team.&lt;/li&gt;&lt;/li&gt;</ul></p><p><b>Schedule: Full time</b><br><b>Shift: Day</b><br><b>Length of Contract: No Selection</b><br><b>Work Location: 2440 Ash St (094), Vancouver, BC</b><br><b>Travel Requirements: None</b><br><b>Posting Category/Function: Sales & amp; Account Management</b><br><b>Requisition ID: 232640</b></p><p><b>At Rogers, we believe the key to a strong business, is a diverse workforce where equity and inclusion are core to making everyone feel like they belong. We do this by embracing our diversity, celebrating our different perspectives, and working towards creating environments that empower our people to bring their whole selves to work. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential by removing any barriers for equal participation. We work with our candidates who are experiencing a disability throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the <a href="https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment\_Process-FAQ-EN.pdf"></a></b><b>Recruitment Process FAQ</b></p><p><b>Successful candidates will be required to complete a background check as part of the hiring process.</b><br><b></b><b>Posting Notes:</b><b></b><b>Rogers Sports & amp; Media</b></p></div>

For more information, visit [Rogers for Account Manager](#)