



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

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/18

Account Manager

Job ID	232850-en_US-3030	
Web Address	https://careers.indigenous.link/viewjob?jobname=232850-en_US-3030	
Company	Rogers	
Location	Calgary, AB	
Date Posted	From: 2024-06-18	To: 2050-01-01
Job	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

media. Rogers Sports & Media in Calgary 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.

What you will

do...

Actively prospect for and develop new business opportunities by building and maintaining strong relationships with clients

and new clients across multiple platforms i.e. television, digital, radio, OOH and brands

Lead &

collaborate on all sales initiatives through high level proposals, direct-to-client & new business acquisitions to ensure combined achievement of revenue targets across all media assets

Lead in-depth and

strategic management of category & industry tools to develop & drive new

business

Write

professional and comprehensive sales presentations

Meet and exceed monthly, quarterly and annual sales targets

Develop creative strategies around business to meet targets and maximize revenue

Provide

best in class customer

service to new and existing clients

Service client base in a professional manner consistent with

company

value

Respond to queries and follow up on all client calls and emails promptly

Work with internal teams, colleagues, and managers to develop creative solutions and integrated sales programs for clients

Manage Salesforce database to efficiently track all sales activity and accurately forecast

Develop and maintain client profiles, account history, contact updates, and annual account planning

Maintain up-to-date information related to market changes, the competitive landscape, trends and movements to effectively manage sales territory

Responsible for participating in ongoing marketing and sales training and development

Prepare weekly or monthly sales status reports

Attend industry events, client events, networking opportunities, etc. (virtual and/or in-person)

What you will bring...

5+ years previous sales experience required, with media experience a definite asset

Excellent presentation skills both written and verbal

Strong negotiation and sales abilities

Perform well under the pressure of deadlines, the requirement to generate new customers, and the accountability of large revenue targets

Advanced knowledge of Microsoft Office suite of products (Word, PowerPoint, Excel)

Self-motivating and results-oriented

Proven sales track record

Proven experience in prospecting new clients, generating sales leads and closing the sale

Superior communication skills

Strong interpersonal skills

Strong organizational skills

Strong time management skills

Strong listening skills and be tactful in many interactions, both with external customers and with internal departments

Team mentality and excellence is a must

Must be able to multitask and work with multiple deadlines

Working knowledge of broadcast (radio & television) industry

Working knowledge of Wide Orbit, S4M booking systems and Salesforce is an asset

Knowledge of digital sales is considered an asset

Ability to be flexible and work within a changing environment

Able to apply a creative approach to problem solving

Here's what you can expect in return:

A competitive salary and benefits that include access to our Employee Share Accumulation Program, Retirement Benefits and a variety of other perks including 50% off Rogers services and Blue Jays

tickets

A manager who deeply cares about your development and long-term career at Rogers

A team that trusts and wants to win together

Smart and accomplished colleagues who are focused on both the what and how

Schedule: Full time

Shift: Day

Length of Contract: Not Applicable (Regular Position)

Work Location: 535 7th Avenue Sout West (811), Calgary, AB

Travel Requirements: None

Posting Category/Function: Sales & Media

Requisition ID: 232850

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 https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment_Process-FAQ-EN.pdf

Recruitment Process FAQ

Successful candidates will be required to complete a background check as part of the hiring process.

Posting Notes:

Rogers Sports & Media

For more information, visit Rogers for Account Manager