



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:

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/06/30

Account Manager - Radio Sales

Job ID	284853-en_US-7897	
Web Address	https://careers.indigenous.link/viewjob?jobname=284853-en_US-7897	
Company	Rogers	
Location	Toronto, ON	
Date Posted	From: 2024-06-10	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.

We're looking for a dynamic sales and marketing professional to join our Toronto Team as an Account Manager with a focus on Local Radio Sales. The successful candidate will develop and manage a list of new opportunities with both local and multi-market businesses and/or their media buyers. Will drive revenue across multiple-platforms and products with a hyper-focus on Toronto Radio, through integrated marketing strategies, across a powerful suite of Digital, Radio, Television, Sports, Out-of-Home and Advanced Advertising assets. You 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, 98.1 CHFI, KiSS 92.5, 680 News Radio and more!

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 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 Radio sales experience is a must. Excellent presentation skills both written and verbal. Working knowledge of Microsoft Office suite of product (Word, PowerPoint, Excel). Self-motivating and results oriented. Proven sales track record. Working knowledge of the media industry. Working knowledge of OMS (Wide Orbit, S4M, Operative1) an asset. Must be able to multitask and work with multiple deadlines. Ability to be flexible and work within a changing environment. Highly organized. Innovative.

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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.

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.

Ideally, the successful candidate will have a proven track record in the Canadian media industry, and more specifically in Sales, or supporting Media Sales.

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.

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

Schedule: Full time

Shift: No Selection

Length of Contract: Not Applicable (Regular Position)

Work Location: 1 Mount Pleasant (083), Toronto, ON

Travel Requirements: Up to 10%

Posting Category/Function: Sales & Account Management

Requisition ID: 284853

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 - Radio Sales