



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

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/01

Director Media Sales East

Job ID	302757-en_US-3460	
Web Address	https://careers.indigenous.link/viewjob?jobname=302757-en_US-3460	
Company	Rogers	
Location	Montreal, QC	
Date Posted	From: 2024-04-18	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 is seeking a Director, National Sales to lead our team in Montreal. As a leader, you will be a key member of our team to drive and oversee all sales in the region.

What you will do:

- Responsible to deliver platform revenues and targets for News & Entertainment, including TotalTV, Broadcast, Digital, OOH & Connected TV.
- Collaborate with all internal stakeholders to deliver forecasts, gap plans and strategies to deliver against planned targets.
- Lead Agency discussions, support renewals & develop deep relationships with trading leads and key influencers in the Montreal Market.
- Ensure large volume agreements are managed, met and achieved with our agency partners.
- Responsible for achieving and exceeding the regions revenue targets by engaging & motivating the media sales account managers and the market manager.
- Collaborate with other National/Local Directors on market and regional sales strategies.
- Understand the region's competitive landscape provide relevant insight and competitive intelligence/analysis.
- Develop and implement key account plans for difference-maker accounts (client connections, relationship mapping and delivery against their objectives).
- Leverage Client Solutions and Multiplatform Solutions for increased share.
- Provide support VP, National Sales
- Prime client direct contacts & build strategic relationships with the Rogers Business teams in Montreal.
- Represent RSM at the Regional level, actively participating in Regional Councils and Strategy planning.
- Execute brand first & consultative sales strategy, i.e. evolution to multiple platforms to meet consumer consumption needs and Rogers revenue growth targets.
- Identify long term opportunities and required sales roadmap to capitalize on each.
- Empower platform sales leads to make decisions at appropriate level.
- Drive to established KPIs, including financial, client satisfaction (NPS), and employee
- Drive adoption of tools and training and advanced products across all RSM brands & platforms.
- Salesforce CRM to

improve communication & collaboration

- Key account management training for focused and disciplined account growth through SF, LinkedIn and Anaplan management
- Negotiation training for maximization of revenue/results
- Utilization of Revenue Planning reports for better understanding of our numbers/pacing
- Utilization of Insights team for smarter proposals and customer service
- Foster collaborative working environment for platform leads and their direct reports
- Manage budgets, Market costs

What you will bring

- Strong leadership skills with intentional drive to win & a strong sense of initiative and diplomacy
- A strategic business lens with the ability & clarity to understand what the overall business needs and how to achieve the ultimate goal.
- Excellent communication skills (both written and oral), including interpersonal and presentation skills
- Superior Sales Management skills, primarily focused within large broadcast organizations. Thrives in a matrix environment.
- Sales Growth focused individual, able to manage multiple revenue lines simultaneously.
- Ability to work effectively under pressure in a fast paced environment
- Excellent interpersonal skills with the proven ability to work effectively with all levels of management, team members clients and outside partners.
- Creative problem solving is key; confident and able to make decisions quickly and effectively

Schedule: Full time
Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: 800, Gauchetiere O, Bureau 4000-Place Bonaventure - Montreal(182), Montreal, QC
Travel Requirements: Up to 10%
Posting Category/Function: Sales & Media
Requisition ID: 302757

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 Director Media Sales East