



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: 2024/07/27

Digital Account Manager

Job ID	302878-en_US-5676	
Web Address	https://careers.indigenous.link/viewjob?jobname=302878-en_US-5676	
Company	Rogers	
Location	Montreal, QC	
Date Posted	From: 2024-07-24	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

We are committed to connecting Canadians through unique partnerships, our world-class network and content Canadians love and our innovative team is growing. We are looking for dedicated team members to join our Corporate team who have a genuine passion for making positive impacts on customers and the communities where we live and work. We have a variety of business units with exciting and meaningful work waiting for you, including Communications, HR, Legal and Corporate Affairs, Supply Chain, Finance, and Real Estate. If you are considering your next step, we have exciting opportunities waiting for you. Come build a rewarding career at Rogers and be a driving force behind our success story!

We are looking for a Digital Account Manager to join our winning team where you will have a chance to innovate, grow and to do what really matters. The right candidate will excel in a fast paced environment and drive incremental revenue across the Rogers Media brands.

What you'll be doing:

- Meet revenue targets set by sales management
- Drive a collaborative and inclusive approach to servicing client needs and achieving revenue targets
- Manage and execute sales and media strategies to maximize sales objectives
- Develop, maintain and strengthen relationships with key media planning and buying agencies with a detailed understanding of the clients business needs
- Continually develop and maximize revenue generation opportunities
- Identify and provide upsell opportunities on current and upcoming campaigns across all media platforms
- Update and maintain all account activity, prepare weekly status reports, and forecast sales activity
- Partner with internal teams to develop creative solutions and integrated sales programs for clients
- Actively prospect for and develop new business opportunities by building and maintaining strong relationships with clients and agencies
- Prepare and deliver high quality presentations and proposals tailored to each client
- Host client events (as needed) to strengthen relations and seek new business opportunities
- Attend industry events

What you will bring:

- 3-5 years of digital media experience (required)
- In-depth knowledge of media sales industry
- Able to multi-task in a fast paced environment and manage a number of account concurrently
- Advanced knowledge of MS Office applications
- Highly motivated individual with excellent interpersonal and communication skills
- Proven ability to work with established brands and emerging companies to build integrated campaigns

Core Competencies: Customer Focus; Teamwork; Communication; Accountability; Innovation

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: No Selection
Posting Category/Function: Sales & Account Management
Requisition ID: 302878

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 [Recruitment Process FAQ](#).

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

Posting Notes: Corporate

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