



# 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

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## Digital Sales Strategist

<b>Job ID</b>	308691-en_US-6175	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=308691-en_US-6175">https://careers.indigenous.link/viewjob?jobname=308691-en_US-6175</a>	
<b>Company</b>	Rogers	
<b>Location</b>	Toronto, ON	
<b>Date Posted</b>	From: 2024-05-01	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 media.

Rogers Digital Media is seeking a Digital Sales Strategist to increase sales in the Toronto GTA. Reporting to the Manager, Digital Sales and working with Single Point of Contact sales team in Toronto, this individual will be at the forefront of planning and executing effective, strategic digital advertising solutions for small and mid-size businesses.

**What you will do:**

- Identifying and responding to client sales opportunities involving digital and integration between broadcast and digital assets.
- Brainstorming, planning, and presenting integrated and digital campaigns with Audio and Video Sales Account Managers.
- Act as a digital ambassador in the Rogers Sports & Media landscape, attending client meetings as the subject matter expert.
- Creating and updating digital sales packages.
- Communicate and work with audio and video sales teams throughout the project cycles.
- Quarterback the execution of all campaigns.
- Generate post digital campaign recommendations and regularly update all digital sales packages.
- Develop timelines for clients and manage all digital deliverables.
- Liaise with internal team members and departments.
- Monitor digital sales using CRM, provide regular forecasting and plan to hit targets.

**What you will bring:**

- Post-secondary education, preferably in media, marketing or business-related discipline.
- Minimum 3 years digital media experience.
- Strong oral and written communication skills.
- Strong presentation skills.
- Ability to work effectively under pressure in a fast-paced environment.
- High level of attention to detail and excellent follow-up skills.
- Solid understanding of business professionalism and the ability to work in a team environment.
- Strong organizational skills with the ability to handle multiple priorities.
- Strong software skills including competence with MS Office - Word, PowerPoint, Excel, Outlook, Salesforce.
- Knowledge of comScore Media Metrix, Omniture Analytics an asset.

**Guidelines:**

- Experience with CRM.

**Schedule:** Full time  
**Shift:** Day  
**Length of Contract:** No Selection  
**Work Location:** 1 Mount Pleasant (083), Toronto, ON  
**Travel Requirements:** Up to 10%  
**Posting Category/Function:** Sales & Account Support  
**Requisition ID:** 308691

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](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 Digital Sales Strategist