



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 - Media Sales (6 Month Contract)

Job ID	309964-en_US-6795	
Web Address	https://careers.indigenous.link/viewjob?jobname=309964-en_US-6795	
Company	Rogers	
Location	Fort McMurray, AB	
Date Posted	From: 2024-06-26	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.

Account Manager

Who we're looking for: Rogers Sports & Media in Fort McMurray 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
- Work with existing 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 our company values
- 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-orientedProven sales track recordProven experience in prospecting new clients, generating sales leads and closing the saleSuperior communication skillsStrong interpersonal skillsStrong organizational skillsStrong time management skillsStrong listening skills and be tactful in many interactions, both with external customers and with internal departmentsTeam mentality and excellence is a mustMust be able to multitask and work with multiple deadlinesWorking knowledge of broadcast (radio & amp; television) industryWorking knowledge of Wide Orbit, S4M booking systems and Salesforce is an assetKnowledge of digital sales is considered an assetAbility to be flexible and work within an ever-changing environment Able to apply a creative approach to problem solving</p></p></p>We believe in investing in our people and helping them reach their potential as valuable members of our team and are thrilled that you are wanting to continue your career with Rogers. We are committed to your growth & amp; development and your past performance and contributions to the company will be considered during the recruitment process.</p></p></p></p>This is a hybrid work position and will require you to be in office three days per week. You can choose which days work best for you!</p></p></br>Schedule: Full time</br>Shift: Day</br>Length of Contract: 6 Months</br>Work Location: 9912 Franklin Avenue (219), Fort McMurray, AB</br>Travel Requirements: None</br>Posting Category/Function: Sales & amp; Media</br>Requisition ID: 309964</p></p></p></p>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 </p></p></p></p>Successful candidates will be required to complete a background check as part of the hiring process.</br></p></p>Posting Notes: </p></p>Rogers Sports & amp; Media</p>

For more information, visit Rogers for Account Manager - Media Sales (6 Month Contract)