



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.Link's 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: 2024/05/06

Account Manager

Job ID	279334-en_US-9447
Web Address	https://careers.indigenous.link/viewjob?jobname=279334-en_US-9447
Company	Rogers
Location	Toronto, ON
Date Posted	From: 2022-11-30 To: 2050-01-01
Job	Type: Full-time Category: Telecommunications

Description

Come play a key role in building the future of Sports & Media! Everyone wants to be part of a transformational team & that's exactly what we're building at Rogers Sports & Media. A team that innovates and a team that wins. At Rogers Sports & Media we are committed to creating and growing teams that are digital-first, fast-moving and bold-thinking and are focused on delivering impact with everything they do. Our impressive collection of assets includes media properties, sports teams, sports events & production, venues, e-commerce platforms and a close connection with our Connected Home and Wireless team. Collectively, we touch the lives of 30 million Canadians every month! Not only is our business strong, but so is our culture. We genuinely care about each other and working in an environment that allows each of us to bring our best authentic selves to work. That starts with our firm commitment to a diverse, inclusive and safe workplace. We're also dedicated to giving back by using our media megaphone to help Canadians who need it most. Our team is All IN on diversity and inclusion; find out more at <http://www.allinforequity.ca> & www.allinforequity.ca. Are you up for the challenge and the fun? If so, consider the following opportunity! We're looking for an Account Manager, Sports Sales reporting into one of our Senior Managers of Sports Sales & Development. You will be responsible for overseeing the sales of sports partnership campaigns across all media platforms through integrated solutions for our partners and developing strategic sponsorship opportunities. This role will also work cross-functionally to support various sales teams across Rogers Sports & Media. The successful candidate must understand Sportsnet's content, rights and how we can implement all available platforms within the boundaries of secured agreements, as well as establish productive relationships with internal Sportsnet areas, including Content/Programming/Platforms, Media Revenue Management and Consumer Marketing. The ideal candidate is experienced in both digital and TV media landscapes, should possess exemplary understanding of the evolving sports media landscape, have an ability to build and sell custom branded content, and have a passion for sports! What you will be doing:

- Drive to exceed yearly revenue targets working on properties such as the NHL, NBA/WNBA, MLB, WWE and more
- Provide intel to Sr. Manager on any potential issues occurring in their territory
- Present and sell high-quality creative concepts to clients
- Work day-to-day with the Sports Sales & Development team managing and assisting with selling and execution of all multi-platform partnership solutions including, but not limited to broadcast, streaming, digital & social assets, audio/radio, OOH/DOOH, Data, and Experiential across all sports/NHL verticals
- Update client database and client correspondence
- Liaise with Media Revenue Management, Consumer Marketing and Platforms to ensure alignment on all revenue targets
- Assist in campaign renewal process; providing feedback, initiatives, campaign history, reports and analysis of sports integrated multi-platform campaigns
- Identify and provide upsell opportunities on current and upcoming campaigns across all media platforms
- Liaise with clients and external stakeholders on sales status/execution while providing accurate updates and feedback
- Host client events (as needed) to strengthen relations and seek new business opportunities
- Track variables of all active/executed sponsorship campaigns (client, cost, annual increase, content/deliverables, etc.)
- Forecasting revenue and tracking inbound/outbound opportunities

What you will bring:

- Ability to engage and build deep rooted relationships both internally and externally
- Active listener - Able to hear what the root problems/issues or challenges are
- Problem Solver/Solutions Driven - Provide solutions/closure to problems, issues and challenges
- Collaborator - Work inclusively and positively with other stakeholders and team members
- Empathy - Understand where the client/customer and team are coming from
- Communicator - The ability to share clear messages and make complex ideas easy to understand for everyone
- Strategic thinking skills - See the bigger picture towards shared goals/targets
- Creativity - Think outside the box for solutions. Seek input from others to get better results.
- Flexibility - Being nimble in changes to the business and being able to pivot direction, open to new ideas
- Time Management - Ensure projects/emails/communication are tracked responsibly and delivered in an appropriate amount of time
- A passion for Sports and Media
- Strong intellectual curiosity and desire to learn
- Self-starter with a positive, team-first mentality
- Excellent analytical and quantitative skills
- Confident, articulate, and professional written and oral communication skills with ability to present internally & externally

Results oriented with an ability to ruthlessly prioritize time and effort

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 & Media
Requisition ID: 279334

Together, we'll make more possible, and these six shared values guide and define our work:

- Our people are at the heart of our success
- Our customers come first. They inspire everything we do
- We do what's right, each and every day
- We believe in the power of new ideas
- We work as one team, with one vision
- We give back to our communities and protect our environment

What makes us different makes us stronger. Rogers has a strong commitment to

diversity and inclusion. 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. At Rogers, we value the insights and innovation that diverse teams bring to work. We work with our candidates with disabilities 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//RCI/Rogers_Recruitment_FAQ.pdf Rogers FAQ
Posting Notes: Rogers Sports & Media

For more information, visit Rogers for Account Manager