



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

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/18

Digital Account Manager

Job ID 308398-en_US-3283

Web Address

https://careers.indigenous.link/viewjob?jobname=308398-en_US-3283

Company Rogers

Location Montreal, QC

Date Posted From: 2024-04-23 To: 2050-01-01

Job Type: Full-time Category: Telecommunications

Description

No Selection

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

style="font-size:8.5pt">Develop, maintain and strengthen relationships with key media planning and buying agencies with a detailed understanding of the clients business needs<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Continually develop and maximize revenue generation opportunities<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Identify and provide upsell opportunities on current and upcoming campaigns across all media platforms<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Update and maintain all account activity, prepare weekly status reports, and forecast sales activity<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Partner with internal teams to develop creative solutions and integrated sales programs for clients<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Actively prospect for and develop new business opportunities by building and maintaining strong relationships with clients and agencies<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Prepare and deliver high quality presentations and proposals tailored to each client<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Host client events (as needed) to strengthen relations and seek new business opportunities<li style="font-size:11.0pt;font-family:Calibri, sans-serif;color:#1d2d3e">Attend industry events<p style="text-align:start"> </p></div>

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

No Selection

For more information, visit Rogers.com/DigitalAccountManager