

Junior (Entry Level) Print/Digital Advertising Sales Account Manager

Job Description Overview

We are looking for an (entry level) Print/ Digital Media Advertising Sales person to coordinate with the Director of Sales/Marketing and General Manager to act as the first, and most important, point of contact with our existing clients, as well as make the initial contact with new, potential clients, gather their information and provide them with information of our services as well as answer any questions they may have in a timely, professional manner.

Ultimately, you will contribute to building profitable, long-term relationships with our clients to reach our business objectives. Previous client sales/advertising experience will be an advantage, but not a necessity.

Responsibilities

- Engage our current clients to maintain/expand relationships, as well as seek out new, prospective clients while promoting our company using company collateral materials
- Effectively manage your geographic client territory, through regular visits while ensuring prompt and accurate answers to clients' queries and closure of business
- Coordinate and report on all sales activities through regular strategy meetings with Director of Sales/Marketing and General Manager
- Be receptive to being mentored and coached to maximize sales opportunities and personal growth

Desired Qualifications

- A Positive Attitude with a high degree of respect and consideration for people
- A strong desire to learn, develop and succeed while working independently and within a Team environment
- Good time-management skills with a positive problem-solving attitude and Strong (verbal and written) communication skills
- Very strong prospecting skills with a firm understanding of the complete sales process and the ability to deliver an excellent client experience, develop solid client relationships and close business
- Proven work/school experience as a sales print/ media advertising Account Manager
- Previous Sales and or customer service experience will be an advantage, but not a necessity, as comparable training in Sales/Advertising Print/Media Marketing programs will be accepted

Compensation

Salary and lucrative Commission structure commensurate with experience.

Preference will be given to qualified Metis applicants. Qualified applicants are encouraged to apply and self-identify on their resume. The MMF appreciates the interest of all applicants; however, only those individuals considered for an interview will be contacted. Deadline to apply is Oct. 30th 2017.

Please forward resumes to: Andrew.boryskavich@mmf.mb.ca