

**JOB POSTING:** Print Sales Representative, Full Time (2018-3364)

**BUSINESS UNIT:** Metroland East, 65 Lorne St., Smiths Falls, ON, K7A 3K8

## THE OPPORTUNITY

We are looking for an individual interested in a PRINT Sales Representative position. Applicants must be self-starters and exceptionally goal oriented as the focus of this position is on developing new revenue opportunities for both the print and digital media products.

## KEY ACCOUNTABILITIES

- Prospect for new accounts, source leads, cold call, and research to generate sales in print platforms
- Responsible for ongoing sales with both new and existing clients
- Consistently attain and/or surpass sales targets and hitting revenue targets
- Develop and maintain strong business relationships with clients to build business opportunities in the print industry
- Provide professional customer service in ensuring superior client satisfaction at all times
- Create proposals and advertising solutions through compelling business cases
- Provide customers with creative and effective advertising solutions and play a key role in the overall success of our organization
- As part of this role, you will be required to handle credit card information. Metroland Media is PCI compliant company, and requires people in this role to take PCI training to handle cards in a safe and compliant manner

## WHAT WE'RE LOOKING FOR

- College Diploma in Business, Marketing or related field
- Minimum 3 years direct sales and marketing experience
- Team player, able to contribute to the overall success of the company
- Strong business acumen to understand customer goals, challenges and operations
- Proven consultative selling skills
- Self-starter and can adapt quickly to changing environments and market trends
- Ability to pursue issues to resolution, in a timely and courteous manner
- A valid Driver's License and reliable vehicle

## OUR AODA COMMITMENT

Metroland is committed to accessibility in employment and to ensuring equal access to employment opportunities for candidates, including persons with disabilities. In compliance with AODA, Metroland will endeavour to provide accommodation to persons with disabilities in the recruitment process upon request. If you are selected for an interview and you require accommodation due to a disability during the recruitment process, please notify the hiring manager upon scheduling your interview.

If this sounds like a fit for you please apply by **November 1, 2018:**

**Internal Candidates:** apply to our internal posting portal on MyMetNet under *My Career*

**External Candidates:** apply to <https://careersen-metroland.icims.com>

Thank you for your interest. Only those candidates selected for an interview will be contacted.