

Opportunity Awaits You.

National Sales Executive - Broadcast

QMI's National Sales office in Toronto is seeking a National Sales Executive – Broadcast. Reporting to the Solutions Director, the successful candidate will generate advertising revenue by servicing clientele within an assigned territory of the existing national network and by prospecting and building relationships that result in new business development.

Responsibilities:

- Prospect new accounts in assigned territory
- Focus heavily on business development and building new relationships
- Be alert to changing needs and realities, develop proposals and multi-media packages for clients and potential clients
- Maintain contact and have regular meetings with client sales managers and sales reps
- Understand client objectives and, in collaboration with product managers, contribute to marketing strategies and develop innovative media campaigns
- Follow through with superior client servicing to ensure client objectives are delivered as promised
- Drive revenue to meet or surpass revenue targets and objectives
- Ensure sales targets are met through stringent monitoring and regular communication with decision-makers
- Maintain the quality and integrity of the Contact Management Database
- Manage process and procedures for tracking sales and accurate and timely invoicing
- Adhere to all corporate pricing, programs, packages and policies
- Prioritize tasks to optimize revenue-generating activities and thus surpass budget targets
- Work in conjunction with other QMI media reps to create innovative marketing programs and leverage all other relevant platforms with each client

Qualifications:

- 3+ years of experience in broadcast advertising and, ideally, interactive marketing sales combined with well-established existing relationships in the media industry
- Excellent communication, negotiation, and interpersonal skills, both written and verbal
- Works well in a fast-paced team environment and is able to juggle multiple priorities
- Excellent presentation skills
- Good knowledge of Microsoft Office
- College or university degree in business, marketing, communication, public relations
- Bilingualism (French and English) would be an asset but not necessary

Interested and qualified applicants should submit their resume with a single page cover letter by Friday, April 23, 2010 to:

Angela Forgues
QMI Sales
333 King Street East
Toronto, ON M5A 3X5
Email: angela.forgues@qmisales.ca

Only applicants selected for an interview will be contacted. No phone calls or agencies please.