

# Opportunity Awaits You.

## National Sales Executive – Digital

QMI Sales in Toronto is looking for a National Sales Executive – Digital. Reporting to the Solutions Director, the National Sales Executive – Digital 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.
- Maintain contact and have regular meetings with clients, sales managers and sales reps.
- Understand client objectives and, in collaboration with product managers, contribute to marketing strategies and develop innovative media campaigns.
- 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:

- 5+ years of experience in print 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 or public relations.
- Bilingualism (French and English, written and spoken) would be an asset.

Interested and qualified applicants should submit their resume with a single page cover letter by Friday, September 3, 2010 to:

Darlene Robinson  
Human Resources Coordinator  
Sun Media Corporation  
333 King Street East  
Toronto, ON M5A 3X5  
Email: [careers@sunmedia.ca](mailto:careers@sunmedia.ca)

***Please quote your first and last name plus reference number QMIS-10-029 in the subject line.***

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