

Senior Account Executive

Type of position:

Permanent, full time – TORONTO

Job description:

We are on the lookout for a smart, savvy and aggressive Senior Account Executive to continue expanding our Toronto client base. Our Senior Account Executive will establish long-term relationships with advertising agencies and direct clients and provide them with utmost customer service in order to foster a trusting relationship and encourage repeat business.

Here's what you'll get to do:

- Sell innovative and creative advertising solutions within our networks. You'll be responsible for issuing proposals to clients, follow ups and assume all forms of negotiation.
- Show understanding of client's needs and organizational skills in order to maximize business opportunities and ensure exceptional customer service to your clients.
- Participate in brainstorming sessions and team meetings, where you get to inspire and energize the team.
- Think outside the box. Show initiative in prospecting and developing new exciting business relationships.
- Be constantly on the lookout for media industry trends and on-goings, even keep an eye out on what our competitors are doing. This also includes maximizing networking opportunities and continuously ensuring UB's presence at various industry events.

Here's what you bring to the table:

- University degree in a related field (business, marketing, communications, etc.).
- Minimum 5 years of proven sales experience in the media industry.
- Teamwork! You push yourself and motivate others to achieve results despite challenges.
- Excellent communication, problem-solving and presentation skills.
- Strong time management skills, you are organized, a pro at multi-tasking and prioritizing as well as working with tight deadlines.
- Superb organization skills – you keep all your paperwork, documentation and reports in order.
- IT literacy: knowledge of Microsoft office (PowerPoint, Excel, Word, Outlook), CRM, etc.
- Flexibility, eagerness to learn, and a drive for success!

If you are interested in this opportunity, please forward your CV to: careers@ubmedia.ca