

## **Advertising Sales Account Manager:**

Dovetail Communications Inc.

Richmond Hill

We know what is pivotal to our success - an incredibly motivated sales department.

Dovetail Communications Inc. is currently recruiting a passionate, team-oriented Account Manager to join our sales group. Are you that key player? You will need to be results driven, energetic, enjoy the selling process and value taking ownership of your accounts. In exchange, we offer a friendly, supportive environment with the opportunity to learn and grow; flex hours, a competitive package and the promotion of a genuine work life balance. Our successful sales account managers come from a variety of backgrounds including entry-level career-builders; career-changers looking for something more, and experienced reps seeking a company with the right opportunity, ethics, value and culture.

We currently have an opening in our Richmond Hill office. Start date flexible.

### **Responsibilities:**

- Sell on multi-platform advertising properties, both digital and print, in a business to business and/or consumer environment.
- Establish, develop and grow a portfolio of accounts
- Provide superior customer service to an existing client base
- Assume responsibility for achieving and exceeding sales targets
- Develop new advertising opportunities to maintain and grow revenue.
- Prioritize and meet deadlines
- Maintain detailed records in Maximizer, Microsoft Word and Excel

Desired Skills and Experience

### **Qualifications:**

- University degree or College Diploma in a related field
- A minimum of one year sales or equivalent experience
- Sponsorship and online sales experience an asset
- Self-starter, driven to succeed
- Ability to develop and maintain positive client relationships
- Work well in a team environment
- Outstanding business communication, writing and presentation skills
- Pro-active approach to fulfilling quotas
- Honesty, integrity and the ability to accomplish one's goals by collaborating across the company
- Bilingual (French) preferred
- Knowledge of Vividata would be considered an asset
- Thorough knowledge of social media
- Available for travel to meet with clients, attend industry events & conferences

If you are interested in this opportunity, email your resume with a cover letter to [HR@dvtail.com](mailto:HR@dvtail.com)