

Senior Account Manager/New Business Development

Looking for your next career challenge? Want to work in an environment where you will make a difference? And where we truly embrace a commitment to work/life balance. If so, come join our outstanding team.

The Opportunity

Dovetail Communications Inc. is currently recruiting a passionate, team-oriented Senior Account Manager/ Business Development to join our advertising sales team. Are you that key player?

You will need to be results driven, energetic, enjoy the selling process, all while providing leadership toward achieving maximum profitability and growth of your territory. The Senior Account Manager/New Business Development must show initiative and interest in progressing toward a possible Sales Management position over time. Management experience in a previous position(s) would be an asset.

Responsibilities:

- Sell on multi-platform advertising properties, both digital and print, in a business to business and/or consumer environment.
- Develop and grow assigned sales territory
- Actively prospect new business development opportunities
- 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

The Company

Over the last 32 years Dovetail has brought together experience and expertise to help clients reach their business goals. As a complete Contract Publisher we work with clients on editorial, design, marketing, communications and sales needs. We celebrate each other's success and we know that when we work together we build strong relationships and achieve our shared goals. A collaborative environment (almost like family) has been our number one value since inception.

Why you will be successful

- Experience in the digital and print advertising space
- Sponsorship sales experience
- Consistently attain and/or surpass sales and revenue targets
- Self-starter, driven to succeed
- A passion for developing and maintaining positive client relationships
- Able to develop creative advertising solutions
- Work collaboratively with internal and external teams
- Outstanding business communication, writing and presentation skills
- Business acumen in social media
- Advanced networking and negotiating skills



- Provide accurate and timely reporting via CRM/reports

What we are looking for from you

- University degree or College Diploma in a related field (business, marketing, communications etc.)
- A minimum of three years sales or equivalent experience
- Proven success in opening doors to new client opportunities
- Bilingual (French) preferred
- Knowledge of Vividata would be considered an asset
- Available for travel to meet with clients, attend industry events & conferences
- Management experience in previous positions an asset

Why you will love working here

- Awesome people!
- A friendly, supportive environment with the opportunity to learn and grow
- Flex hours & summer hours
- Great location right off Hwy 407 and Hwy 404
- A genuine work life balance
- & coffee, bagels, fruits, etc. available every day

If you are interested in this opportunity, email your resume with a cover letter (*a creative resume will move to the top of the pile*) to HR@dvtail.com

We thank all applicants for their interest, but only those selected for an interview will be contacted.