

Advertising Sales Account Manager

Like variety? Looking for diversity? Our publications cross a number of different industries, from Biotechnology, RVing, Education, Mining, Engineering to Health and Wellness.

Dovetail Communications Inc. is currently on the look out for a passionate, team-oriented Account Manager to join our multi-faceted sales group. Are you that key player? You will need to be results driven, energetic, enjoy the selling process, all while taking ownership of your accounts. In exchange, we offer a friendly, supportive environment with the opportunity for growth, flex hours, and a genuine work life balance. Whether you are just starting out, or have been in the business for a number of years, this opportunity is worth exploring.

Responsibilities and Duties

- Sell on multi-platform advertising properties, both digital and print, in a business to business 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 CRM, Microsoft Word and Excel.

Qualifications and Skills

- University or College program in a related field (business, marketing, communications, etc.).
- One year of sales or equivalent experience considered an asset.
- Social media experience
- Sponsorship and online sales experience considered an asset.
- Self-starter, driven to succeed.
- Ability to develop and maintain positive client relationships.
- Works well in a team environment.
- Outstanding business communication and writing skills.
- Bilingual (French) considered an asset.
- Available for travel to meet with clients, attend industry events & conferences.

Perks

- Keurig coffee, bagels, fruits, etc. available each morning.
- Flexible hours.
- Summer hours
- Great location (right off of Hwy 404).
- Opportunity to build an extensive network in various industries.

If you are interested in this opportunity, send your resume with a cover letter (*a creative resume will move you 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.

Application Deadline: October 31, 2018