



Job Posting

Job Title: Online Advertising Sales Representative
Division: Metroland Digital
Office Location: Varies
Territory: Varies
Reports To: Regional Sales Manager

Metroland Digital is growing....and fast. Our digital assets include online and mobile versions of over 30 community newspaper sites along with shopping, automotive, residential living and classified sites. Our services include online ad creation, digital video production, SEO & SEM, content creation, custom responsive websites, social media management and much more.

THE OPPORTUNITY

Metroland Digital is looking a media savvy representative for our Digital Sales Team! This is an excellent opportunity for a dedicated **Online Advertising Sales Representative** to join our organization. Our **Online Advertising Sales Representatives** will introduce and sell our online marketing solutions to local small and medium sized businesses to achieve aggressive revenue targets. Digital media sales experience is strongly recommended.

WHAT WE NEED YOU TO DO

- Identify and cold call prospects to develop new business.
- Negotiate and structure sales agreements.
- Develop and build strong relationships with clients
- Respond promptly to sales enquiries, and provide thorough customer follow up.
- Consistently deliver against aggressive revenue targets.

ABOUT YOU

- 1-5 years' experience in sales/account management with a proven history of achieving and surpassing sales targets
- Experience in online or media sales highly recommended
- Strong negotiation, presentation, and telephone skills
- Experience in, and high comfort level with, cold calling to develop new business
- Ability to build and develop effective relationships with clients
- Solid organizational and time management skills
- Ability to work in a fast-paced, dead-line oriented environment
- Strong written and verbal communication skills
- Valid Driver's License and a reliable automobile essential
- Metroland Media is a PCI compliant company and requires people in this role to take PCI training to handle credit cards in a safe and compliant manner.

Core Competencies

Drive for Results	Customer Focus	Action Oriented
Interpersonal Savvy	Business Acumen	Attention to Detail

If you have a can-do attitude that is completely contagious and thrive in a fast-paced, change-oriented environment... then this is an opportunity for you. Interested candidates are requested to email their resume to: sales@metrolanddigital.com. You must include **"Online Advertising Sales Representatives"** in the subject line of your email.

*We would like to thank all applicants for their interest; however, only those who are considered for an interview will be contacted.
Metroland is an equal opportunity employer.*

Job Category: Sales