



As Canada's leading full-service Out-of-Home advertising company, OUTFRONT has strong coverage across the country. OUTFRONT leads the industry with data driven intelligent campaign solutions for our clients. We are passionate about what we do and provide turn-key service from start to finish.

We are seeking an **Experienced Media Sales Account Manager to represent our **EDMONTON MARKET****

OUTFRONT's growth has been aggressive and consistent. We are always adding more Digital Billboards to our inventory and broadening our offerings, including Mobile and Programmatic. We are also the only Out-of-Home company in the country that owns and operates their own printer press and employs their own install crews, resulting in a truly vertically integrated client experience. The industry as a whole has experienced a steady increase in demand and is one of the leading traditional medias today, which makes this an especially exciting time to join OUTFRONT!

In this role, YOU will be responsible for

1. Working with direct clients with the possibility of working with established media buying agencies
2. Thinking differently to uncover and develop new business opportunities via new prospects and past client accounts
3. Growing current/past business by advancing relationships and generating gripping proposals
4. Regularly upselling and cross-selling to offer effective, well-rounded solutions
5. Developing and delivering relevant and compelling sales presentations
6. Collaborating with internal departments for deliver best in class client campaigns
7. Doing what it takes to over-deliver on all fronts

YOU possess

- A strong track record in media advertising sales and market knowledge
- Formal education in business or marketing, or an equivalent combination of education, training and experience
- A natural ability to be curious, self-motivated and driven to meet day-to-day challenges
- Natural conversational skills that help inspire trust and confidence
- An analytical mind that can develop strategic and tactical solutions
- Tech skills - you can navigate through the latest devices, rip through new software, and are always on the lookout for what's next
- Ability to multi-task, be detail-oriented with excellent interpersonal and time management skills
- Proficiency in Microsoft Office, Word, Excel, Powerpoint and CRM software
- The drive to succeed and desire to win

WE offer an attractive total compensation package, commensurate with experience

Candidates are invited to submit their resume to Human Resources
by e-mail at: jobs@outfrontmedia.ca

We will contact only candidates under consideration.

'OUTFRONT Media Canada LP is an equal opportunity employer and is committed to providing an inclusive, barrier-free recruitment and selection process and work environment. If you are contacted for a job opportunity, please advise Human Resources if you require an accommodation to participate in our recruitment process, we will work with you to meet your needs.'