

OUTFRONT is Canada's leading full-service Out-of-Home advertising company, leading the industry with data driven intelligent campaign solutions for our clients and a proud history of over 100 years in Out-of-Home in Canada.

Passionate about a career in media sales? Looking for a doorway into the fastest growing traditional media in Canada? We are looking for an entry level Account Manager to join our Vancouver sales team.

Our Account Manager role offers an environment to learn, practice and establish a strong foundation for your sales career. We are looking for a bright, motivated and high performing hunter focused on building relationships with clients. Someone who is motivated by learning and practicing all of the behaviours associated with a high performance sales culture specifically prospecting for new business, identifying and solving advertising problems on behalf of the customer and upselling opportunities delivering results against a quota. Sound like you? Read on...

In this role, YOU will be responsible for

- Become an expert in OUTFRONT products,
- Conduct discovery calls and deliver presentations with prospects and customers
- Continually identify, uncover and develop pipeline of new business;
- Develop and manage business from new and established client relationships;
- Collaborate with internal departments for best in class campaign delivery for our clients;
- Assist in the resolution of issues related to billing and collections of accounts;
- As our frontline marketer, promoting the company;
- Thinking differently. Looking outside the traditional client base for new business;
- Working hard. Doing what it takes to exceed and over deliver; while having fun;
- Making sure that we beat our competitors;

YOU possess

- Focus on a long term sales career and a desire to prove you have what it takes in sales;
- A good education in business or marketing, or an equivalent combination of education, training and experience;
- Technically savvy. You can navigate through the latest devices, quickly learn new software, basic understanding of a CRM;
- Ability to work under tight project deadlines;
- Ability to multi-task and be detail oriented;
- Excellent communication, interpersonal, organizational and time management skills;
- Strong market knowledge;
- Proficiency in Microsoft Office, Word, Excel, Powerpoint and virtual meeting platforms;
- The drive to succeed and desire to win.

WE offer an attractive total compensation package, if you fit the bill.

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

We will only contact 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.'

WE ARE OUTFRONT BY NAME AND BY NATURE