



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.

We are currently seeking an enthusiastic, energetic and driven team player to join our SALES TEAM in our Saskatoon territory.

We are looking for a successful local Account Manager that is a high energy hunter focused on building relationships at all levels. Someone who is motivated by identifying and solving advertising problems on behalf of the customer. They must be a strategic thinker with exceptional prospecting skills, high energy and a structured solution selling process. They are natural leaders with a desire to win in a collaborative team environment.

Ideally you have 5+ years of sales experience in media or digital OR you know you want to be in sales and you just need to the opportunity to prove it. Demand for Outdoor advertising is growing year over year, the addition of digital products is allowing us to reinvent ourselves and we are looking for people to be part of this exciting time in the media landscape.

In this role, YOU will be responsible for

- Identify, uncover and develop account opportunities;
- Upselling and leveraging business from new and established client relationships;
- Going above and beyond with our clients;
- Develop and deliver custom sales presentations;
- 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

- A strong track record in media sales or the personality and drive to build one, preferably OOH and/or Digital;
- A good education in business or marketing, or an equivalent combination of education, training and experience;
- 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 work under tight project deadlines;
- Ability to multi-task, be detail oriented with excellent communication, interpersonal, organizational and time management skills;
- Strong market knowledge;
- Proficiency in Microsoft Office, Word, Excel and Powerpoint;
- 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 by Wednesday, January 22, 2020.

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