



As Canada's leading full-service Out-of-Home advertising company, 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 currently seeking an enthusiastic and driven team player to join our Real Estate team in Toronto as a **REAL ESTATE REPRESENTATIVE.**

### In this role, YOU will be responsible for

1. Analyzing & reviewing assigned territory to optimize the profitability of current panel inventory by negotiating cost effective renewals and modifications or termination of poor agreements in a timely manner.
2. Proactively identifying cost effective opportunities to improve the distribution of product in inventory based on the needs of customers.
3. Building and maintaining healthy business partnerships with new and current business partners, through a personalized service approach to ensure effective renewal of existing business agreements.
4. Participating in developing and maintaining close relationships with landlords or municipal officers.
5. Performs other administrative functions and related duties as assigned.

### YOU possess

- Post secondary education in Business, or an equivalent combination of education, training and experience.
- A minimum of 2- 3 years of direct work experience in a real estate role, , preferably within the media advertising industry.
- Knowledge of the outdoor industry, government affairs are preferred.
- Good understanding of municipal current and new regulations.
- Experience in sales, including growth strategies, account development, business planning.
- Effective planning, prioritization, multi-tasking, organizational and time management skills.
- Strong communication and customer service skills with the ability to interact in a professional and effective manner with internal and external customers.
- Solid negotiation and conflict resolution skills.
- Energetic, self-motivated and results-focused.
- Proven team player who is nimble, flexible and resourceful. / Personne animée par un fort esprit d'équipe, alerte, flexible et pleine de ressources.
- Proficient with MS Office - Word, Excel, Outlook and Powerpoint.
- Must have a vehicle and a valid driver's license.

Candidates are invited to submit their resume to Human Resources by fax at (416) 255-5714 or by e-mail at: [jobs@outfrontmedia.ca](mailto:jobs@outfrontmedia.ca)

We thank all candidates for their interest, however, only those under consideration will be contacted.

*'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.'*