

As Canada's leading full-service Out-of-Home advertising company, OUTFRONT has strong coverage in over 60 markets across Canada from coast to coast.

**We are currently seeking an enthusiastic, energetic and driven team player to join our
WINNIPEG SALES TEAM**

We are looking for an experienced local Account Manager who is a high-energy hunter, focused on building relationships at all levels. Someone who is motivated by identifying and solving business challenges with advertising solutions. They must be a strategic thinker with exceptional prospecting skills and a structured solution selling process. They are natural leaders with a desire to win in a collaborative team environment.

In this role, YOU will be responsible for

1. Working with direct clients and select media buying agencies
2. Thinking differently to uncover and develop new business opportunities
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
- A good 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
- An analytical mind that can develop strategic and tactical solutions
- Natural conversational skills that help instill trust and confidence
- 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 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 fax at (416) 255-5714 or 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.'