



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 TORONTO 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:

- Becoming an expert in OUTFRONT markets and products.
- Enriching and growing relationships with direct clients and media buying agencies.
- Thinking differently to uncover and develop new business opportunities.
- Growing current / past business by advancing relationships and generating client focused proposals.
- Regularly upselling and cross-selling to offer effective, well-rounded solutions, including Mobile and Programmatic.
- Developing and delivering relevant and compelling sales presentations with confidence.
- Collaborating with internal departments to deliver best in class client campaigns.
- Meeting and exceeding assigned sales targets.

YOU possess:

- A good attitude and a positive outlook, underpinned with honesty and integrity.
- A proven track record of five or more years' experience in media selling, preferably in OOH and / or Digital.
- A strong work ethic, with a track record in media advertising sales and market knowledge.
- Post-secondary education in business or marketing, or an equivalent combination of education, training and experience.
- Ability to ask smart questions and apply active listening to uncover client needs and buying triggers.
- A penchant to be a proactive self-starter that can cultivate and develop new business.
- Resilience to take on challenges, learn from every experience and to rise and play again.
- An understanding of what it is to be a consultative salesperson.
- The ability to navigate through the latest devices, rip through new software, and are proficient in Microsoft Office.
- Ability to multi-task, be detail-oriented with excellent interpersonal and time management skills.
- Existing industry contacts and relationships that will allow you to hit the ground running.
- The ability to learn quickly and apply well-rounded technical skills.
- 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.'