



## EMPLOYMENT OPPORTUNITY

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 energetic self-motivated and results oriented team player to join our Digital / Programmatic Team in Montreal as Business Development Manager - Programmatic**

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

- Strategizing, pitching and closing DOOH programmatic and mobile business by creating, maintaining and sustaining relationships with media agencies, trading desks and direct clients in Quebec, in collaboration with the Media Sales team.
- Building a strong and trusted rapport with the sales team.
- Working with OUTFRONT's existing programmatic platforms to set up PMP's for clients that are looking to activate on our supply.
- Acting as primary and first point of contact for all programmatic and mobile needs for the media sales team in Quebec.
- Providing regular training and education to the media sales team as it pertains to OUTFRONT's mobile offering as well as the multi-channel DOOH and programmatic offerings.
- Ensuring strong presence of OUTFRONT's programmatic and mobile offering at agency trading desks, digital departments within agency groups, 360 planners in the Quebec market.
- Assisting in identifying new PMP Opportunities and work with sales team to get in touch.

### YOU possess:

- Bilingualism, English and French, is required
- Post secondary education Sales & Marketing (preferred)
- A minimum of 3-5 years of professional technical sales, programmatic advertising, and/or digital sales experience in a related field.
- Highly effective team building, project management, prioritization, multi-tasking, organizational and time management skills to meet critical deadlines.
- An understanding and, ideally, experience within the out-of-home media sector, a keen eye for emerging trends and utilization of those trends for increased market share.
- Superior communication, both oral & written, with excellent presentation and interpersonal skills and the ability to build healthy working relationships.
- Established relationships within the advertiser/agency community an asset.
- Proficient with MS Office - Word, Excel, PowerPoint, Outlook.

**Candidates are invited to submit their resume to Human Resources by e-mail to [jobs@outfrontmedia.ca](mailto:jobs@outfrontmedia.ca)**

**Only candidates under consideration for the interview process 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.'*