

As Canada's leading full-service Out-of-Home advertising company, OUTFRONT Canada has strong coverage in over 60 markets across Canada, including the 10 largest markets in Canada.

Seeking an Experienced Media Sales Account Manager to join our talented Vancouver Sales Team
Strong media sales experience via agencies and direct clients
Sales know-how, enthusiastic, driven and a team player

Demand for Outdoor advertising (aka OOH) is growing year over year and the addition of digital products is allowing us to reinvent ourselves to grow in new areas. We are looking for people who want to come on board during this exciting period.

In this role, YOU will be responsible for

- Becoming an expert in OUTFRONT products
- Enriching and growing relationships with current agency clients
- Developing new business opportunities with direct clients
- Digging and unearthing all opportunities
- Blowing through your numbers
- Thinking differently. Looking outside the traditional client base for new business
- Working really hard. Doing what it takes to exceed and overdeliver
- Making sure that we beat our competitors
- As our frontline marketer, promoting the company

YOU possess

- 5 years+ experience and an unbelievable track record in media sales, preferably OOH and/or Digital
- Strong market and media buyer knowledge with contacts to boot
- Drive to succeed and desire to win
- Ability to ask smart questions and apply active listening to uncover client needs and buying triggers
- Resilience to take on challenges, learn from every experience and to rise and play again
- A good education in business or marketing, or an equivalent combination of education, training and experience
- Tech skills so that you can navigate through the latest devices and rip through new software
- Proficiency in CRM, Microsoft Outlook and Office suite, and virtual meeting platforms.

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.'