

# Outside Advertising Sales

Metroland Digital

Metroland's Digital Media group is looking for high-energy **Senior Account Consultants** with a minimum of 5-10 years retail online sales experience to support and drive sales in our Digital Automotive Division. As a seasoned Account Consultant, you would be responsible for negotiating and selling online services to retail customers within a designated geographical area (401 corridor, Brampton to Guelph). The ideal candidate has strong online experience, can provide solution oriented sales presentations and has the ability to establish unique and long-lasting partnerships with his/her clientele.

## THE JOB IN A NUTSHELL

- Actively prospect and develop new business within a specific geographically territory
- Maintain and grow existing business relationships
- Achieve monthly sales targets
- Actively consult with clients on traffic and inventory reports
- Monitor territory inventory levels weekly
- Liaison with local newspaper reps to leverage market relationships and increase overall revenues
- Maintain and complete weekly reporting requirements
- Consult with dealership regarding their individual web solution to maximize sales an efficiencies
- Monitor and consult with each customer on their inventory and provide advice regarding level, price and inventory mix
- Consult with customers regarding their website and inventory traffic, provide meaningful insight of site and vehicle view numbers
- Manage bad debt and be aware of receivables
- Monitor and consult with dealer regarding the effective use and management of email and phone leads

## ABOUT YOU

The successful candidate will be a proven advertising sales consultant with a demonstrated ability to establish unique and long-lasting partnerships and close business with independent and major automotive dealers groups. S/he will be a very high energy, sharp individual whose professional efforts are driven by the desire for excellence and for market leadership, and s/he should also have the following:

- A strong understanding and familiarity with the inner workings of franchise and independent car dealership
- A strong understanding and familiarity with online advertising sales
- Strong sales/closing skills and relationship skills
- Strong time and territory management skills
- Entrepreneurial team mindset
- Self-motivated/driven individual who takes ownership and delivers on goals
- Creative, "out-of-the-box" thinker who enjoys creating non-traditional advertising solutions
- Working and reliable automobile, proof of insurance and a clean driving record

Interested candidates are invited to send their résumé and cover letter to Erynn Real at [ereal@metroland.com](mailto:ereal@metroland.com) on or before May 20, 2011.



Metroland is an equal opportunity employer. We thank all applicants for their interest; however only those selected for an interview will be contacted.

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Landscape ServicesGarden and  
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# TOPSOIL

**SCREENED TRIPLE MIX**  
• MANURE • SAND • GRAVEL  
**GILLETT HAULAGE and EXCAVATING**  
**905-877-7380**

## GARAGE SALE

## MOVING SALE

Saturday May 21st  
106 ATWOOD AVENUE  
8:00 am - 1:00 pm  
No reasonable offer will be turned down!

## CARD OF THANKS

THANK you to all the departments and staff, especially the Medical Ward, and Complex Continuing Care Ward for the professional, cheerful care while I was a patient.

Sincerely, Alfred Barrett

## IT'S GARAGE SALE TIME!!

**CALL KRISTIE**  
**905-873-0301**

**HOLMES, Clarke**  
Long-time dedicated member of the Norwood Lions Club passed away peacefully with his loving wife by his side on Sunday, May 15th, 2011. Clarke Holmes of Norwood in his 78th year, beloved husband of Alberta (Ward). Dear father of Melanie Holmes (Bill LePage) of Panama and Sam Holmes of Georgetown. Dear step-father of Garth Ward (late Iva) of Guelph and father-in-law of Gary Hyde also of Georgetown. Cherished grandfather of David Hyde (Heather) and Carolyn Hyde. Always remembered by his siblings Maryanne Marshall, Frances McAuley (Bert), Christina Griese (late Cranston), Robert Holmes (late Merna) and June Davidson (late Cecil) and by his many nieces and nephews. Clarke is predeceased by his daughter Patti Hyde and parents Agnes and Samuel Holmes. Relatives and friends are invited to call at Norwood United Church on Wednesday, May 18th, 2011 from 12:00 - 2:00 pm. A Lion's and Memorial Service will commence at 2:00 pm. A reception will follow in the Church hall. As expressions of sympathy, memorial donations may be made to the Norwood United Church or Trinity United Church, Hastings. Friends may send condolences or make donations by contacting THE HENDREN FUNERAL HOMES, NORWOOD CHAPEL at [www.hendrenfuneralhome.com](http://www.hendrenfuneralhome.com) Or by calling 705-639-5322

## CURRIE, Captain Joseph Earl George "Buzz" (CD1, SSM)

Peacefully ran out of altitude and airspeed at home 12th May 2011. Beloved husband of Josephine and loving father of Patrick (Cheryl) and Pamela (Jim). Proud grandfather to Eiley and Grant. Dear brother to Bert, Dan, Evelyn, Ray, Shawn and Vicky. Predeceased by his brother Keith and sister Patricia. Buzz proudly served Canada for 28 years with the RCAF with 410 and 444 Squadron, and in the Canadian Forces on 412, 426 and 436 Squadrons. Upon retirement, he flew with Worldways Airlines and became one of Ontario's first Licensed Home Inspectors. Members of the Georgetown Optimists and the Queens Own Rifles Association will remember his easy sense of humour and deep dedication to the community. Buzz served as a volunteer driver for the Cancer Assistance Services of Halton Hills for over 15 years. Special thanks to CASHH and all the volunteer drivers for their invaluable support. Friends were received at the J.S. Jones & Son Funeral Home, 11582 Trafalgar Road, north of Maple Avenue, Georgetown, 905-877-3631 on Monday May 16th from 1-2 pm. Funeral service followed in the chapel at 2:00 pm. Cremation followed. In lieu of flowers, donations can be made in Buzz's name to the CASHH.

## KINNON, Theresa

Terry passed away unexpectedly at the Georgetown Hospital, on Saturday, May 14th, 2011 in her 68th year. She was the beloved wife of Brian and the loving mother of Catherine Lachambre (Rob), Michael (Jenn), Anne-Marie Talio (Tom) and Karolyn. Grandma will be sadly missed by her much loved grandchildren: Bobby, Kailey and Paige, Ryan, Noah, Max, Jacob and Zach. She will also be missed by Tetley. The family will receive friends at the MacKinnon Family Funeral Home, 55 Mill Street East, Acton, on Wednesday, May 18th, 2011 from 2 to 4 pm and 7 to 9 pm. Friends are invited to meet the family at St. Joseph, Patron of Canada, Roman Catholic Church, 64 Church Street, East, Acton on Thursday, May 19th, 2011 at ten o'clock where the Funeral Mass will be celebrated by the Rev. Robert Bulbrook. Remembrances to The Lung Association would be appreciated by the family. On line condolences and donations may be made at [www.mackinnonfamilyfuneralhome.com](http://www.mackinnonfamilyfuneralhome.com)

## IN MEMORIAM

**HARVEY, Nancy (Agnes)**  
April 26th, 1925 - May 18th, 2010

In loving memory of a  
Mother, Nana and Best Friend

Remember to turn up your hearing aid and put on your glasses. Missing your hugs, smile and advice.

Love from your Guardian Angel.

Ron, Ashley, Samantha and A.J.



## Budding artist

Twelve-year-old Marija Ilic from Tiger Jeet Singh Public School in Milton came up to Stewarttown School with her mom Mirjana where Marija's art entitled "Loving Hands" was on display as part of the Halton District School Board's North Halton elementary school art show.

Photo by Jon Borgstrom



## Optimists donate to Guides

The Optimist Club of Georgetown presented the Girl Guides of Canada a cheque for \$1,500 to assist with the travel costs to this summer's Jamboree in Nova Scotia. From left, Ranger Guider Lynn Clark receives the cheque from Optimist Rick Chambers with Ranger Guider Linda Hunter looking on.



## Yummy Lions donation

Members of the Georgetown Lions Club cooked, served and cleaned for an entire weekend recently in order to help the hungry in our community. Over 400 free breakfasts were served, while more than 3,000 pounds of food \$1,465 in cash was donated to the Georgetown Bread Basket.