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Online Advertising Sales Representative

Not intimidated introducing yourself to new people and have a natural ability to persuade?
 Willing to be mentored and are a quick learner?
 Motivated by achievement with an internal drive to succeed?

If this describes who you are, then this is your opportunity!
Local Search Group is searching for YOU!

When you step into this role you will have the responsibility to identify and cold call new potential customers. With effective communication skills and sales techniques you will identify the features and benefits of our digital solutions and then negotiate and obtain sales agreements. You will ensure our customers' needs are exceeded by developing strong relationships with clients. Your drive, attitude, and perseverance will assist you in providing online marketing solutions to local small to medium sized businesses while achieving optimal revenue targets.

WHAT'S IN IT FOR YOU

- Competitive pay for performance commission structure
- Generous vacation
- Comprehensive benefits plan which includes a Group Retirement Savings Plan

THIS IS WHAT YOU'LL DO

- Understand and promote Metroland Media products and services
- Prospect new customers and identify and discuss advertising needs with creativity and innovation
- Design proposals for customers based on their needs
- Maintain positive and effective customer relationships
- The chance to work for a well-established and respected company that is connected to your communities

THIS IS WHAT WE ARE LOOKING FOR

- A proven track record working in a sales environment where your role has been to drive revenue
- Experience in, and high comfort level, with cold calling to develop new business and strong closing skills
- Minimum 2 years of Outside Sales Experience (preference given to those with media/agency experience)
- Solid knowledge of marketing and digital trends will give you a leg up on the competition.
- Positive attitude and excellent communication skills, including negotiation, presentation and telephone skills
- Valid Driver's License
- Metroland Media is a PCI compliant company and requires people in this role to take PCI training to handle credit cards in a safe and compliant manner

A LITTLE ABOUT METROLAND - www.metroland.com

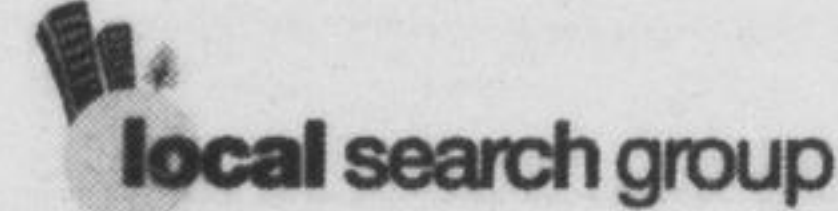
Metroland delivers vital business and community information to millions of people across Ontario. Our strength is the connection to the communities we have served for decades. We own 115 community newspapers in Ontario and have over 30 leading websites such as niagarathisweek.com, thespec.com, save.ca, homefinder.ca, localwork.ca, lifenews.ca, autocatch.com, wagjag.com, etc.

A LITTLE ABOUT LOCAL SEARCH GROUP

Local Search Group specializes in digital marketing management solutions for small and medium sized business across the Metroland footprint. Our digital experts help local companies enhance their digital marketing presence by providing customized solutions that include a variety of strategic, tactical and creative recommendations, such as website design and analysis, SEO, PPC, content marketing and impression advertising.

APPLY NOW FOR A CAREER LIKE NEVER BEFORE - Take this opportunity to be part of an exciting company at the cutting edge of the media industry. If you have a can-do attitude that is completely contagious and thrive in a fast-paced, change-oriented environment then this is an opportunity for you.

Interested candidates are requested to email their resume & salary expectations by May 21st to: specjobs@thespec.com.
 Please reference "LSG Sales" when applying.



service directory

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Office/ Administration

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 • Quote/ Order Processing Exp.
 • Purchasing Experience
 • Minimum 5 Year's Experience
 Some supervisory or program management
 Please email resumes to: patton@patton.com
 fax to: 905-864-8728

Volunteering

BOARD MEMBERS Required for Halton Women's Place
 Halton Women's Place is a non-profit organization that provides shelter & crisis services for abused women and their dependent children.
 Help inspire others by getting involved as a volunteer Board member. Previous experience on a governance Board in a not-for-profit an asset.
 Please visit: www.haltonwomensplace.com to learn more about us.
 Kindly email your resume by May 25, 2014 to: info@haltonwomensplace.com or Fax: 905-332-1155

Office/ Administration

ADMINISTRATIVE/SALES
 Required for Burlington's finest apartment community. Responsibilities include, but not limited to various administrative duties, leasing of apartments, data base maintenance and customer service. Must be experienced with Microsoft Office, Excel and sales or marketing background an asset. This is a contract position. Some weekends and evenings.
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