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Sales Opportunities

**Sales Opportunities** 

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### Independent Freelance Sales Agent Premier Consumer Shows, a division of Metroland Media Group Ltd.

THE OPPORTUNITY

Premier Consumer Shows, a division of Metroland Media Group Ltd is on the leading edge of its industry, recognized as an innovator and ground-breaker most definitely a major player in the business. Premier Consumer Shows is now one of the top 5 largest consumer show producers in Canada specializing in powerful niche market events.

#### **KEY ACCOUNTABILITIES**

" Sell exhibit space for a new and unique upcoming consumer show

Sell print and digital advertising for supporting websites/publications/guides for the show

Must be a self-starter and exceptionally goal oriented with a strong focus on developing new revenue opportunities for consumer shows

You will be required to foster positive relationships with potential venders/ suppliers with the goal of exceeding consumers' expectations.

Understand competitive products and how they will impact the success of each show

Effectively communicate and enforce display standards, show logistics, administrative requirements, promotional opportunities, and handle general exhibitor inquiries

Be on-site for the shows, including all of move-in, show days, and move-out

#### WHAT WE'RE LOOKING FOR

Minimum three years consumer show sales experience.

Exemplary consultative selling skills with proven ability to drive sales results

Excellent written and verbal, phone, face to face and networking communication skills

Creative and independent problem solver to successfully execute and complete the strategic process

Superior customer service skills

Ability to work in a face-paced, deadline-oriented environment

Solid organizational skills & time-management skills with the ability to multi-task

Ability to work additional hours as required leading up to, and during show days

If you are interested in this opportunity, please email your resume to andrewgordon@metroland.com by August 7, 2015.

Metroland is committed to accessibility in employment and to ensuring equal access to employment opportunities for candidates, including persons with disabilities. In compliance with AODA, Metroland will endeavour to provide reasonable accommodation to persons with disabilities in the recruitment process upon request. If you are selected for an interview and you require accommodation due to a disability during the recruitment process, please notify the hiring manager upon scheduling your interview.

> Thank you for your interest. Only those candidates selected for an interview will be contacted.

**Sales Opportunities** 

**Sales Opportunities** 

Sales Opportunities

# HAMILTON SPECTATOR

A division of Metroland Media Group Ltd., has a current opening for a

# F/T District Service Representative.

(one year temporary contract).

The successful candidate will be responsible for ensuring that all distribution products in their assigned geographic area are delivered in a timely and appropriate manner. This includes working closely with the carrier force and recruiting new carriers to ensure all routes are covered. You will be required to respond to customer concerns in a professional and timely manner while providing superior customer service.

WHAT WE'RE LOOKING FOR

Completion of Secondary Education or equivalent

Superior customer service

Solid organizational and time management skills

 Sound computer skills and fluent of Microsoft applications Excellent verbal and written communication skills

· Ability to work within a fast-paced, team oriented environment · Responsible, self-motivated and able to function with minimal

supervision

Physical activity - walking, lifting up to 60lbs
Reliable vehicle and valid driver's license required

· Must be able to work varying 8 hour shifts, Monday-Saturday.

If you are interested in this opportunity, please submit your resume, no later than August 7th, 2015 to; https://careersen-metroland.icims.com/jobs/ 1412/district-service-representative/job

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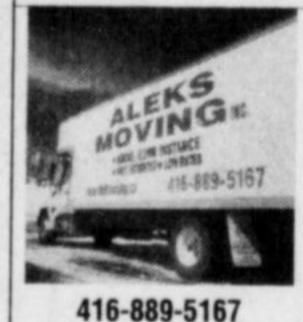
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