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Flamborough Review

Account Executive
Full Time

ABOUT US

Where do you find your local community news? How do you stay connected to new and old businesses in your community? Metroland Media is a communication company built on a strong history of providing the news to Ontario's door steps for over 100 years. In this ever growing industry we have continued to evolve, allowing us to become the industry leaders. Flyers, magazines, trade shows, digital advertising and distribution is a snapshot of our companies breadth. If you are looking for a dynamic company built on a strong history within your community, look no further.

Flamborough's community newspaper since 1916, The Flamborough Review stays connected to its readers through its wide-ranging, in-depth coverage of local news, community events and sports as well as its numerous charitable endeavours. As a key member of the Advertising Sales Team, you will work with a small team of dedicated sales professionals to source new and support existing clients for our community newspapers.

THE OPPORTUNITY

Are you a high energy individual seeking new challenges? Are you a person who is independent and enjoys networking and relationship building? Charged with servicing and developing a client base, the Account Executive is focused on continuously increasing sales revenue and maintaining strong business relationships with top local companies. The individual is accountable for acquiring new accounts through various strategies including generating leads, networking with key decision makers and active researching. They are also responsible for introducing and selling innovative marketing solutions to local small and medium-sized businesses while achieving aggressive revenue targets. Reporting directly to the Director of Advertising this position will reside at the Waterdown location. This position will provide candidates, the opportunity to be part of one of Canada's leading community media companies.

KEY ACCOUNTABILITIES

- Prospect for new accounts, source leads, cold call, and research to generate sales in multi-media platforms.
- Accountable for consistently attaining and/or surpassing sales targets and achieving revenue targets.
- Responsible for ongoing sales with both new and existing clients and building and maintaining strong business relationships.
- Provides outstanding account service and must be able to close the sale.
- Utilizes strong persuasive skills to access decision maker in a timely manner.
- Creates in-depth proposals for prospective advertisers and provide solutions through compelling business cases.
- Provides customers with creative and effective advertising solutions and will play a key role in the overall success of our organization.
- As part of this role, you will be required to handle credit card information. Metroland Media is PCI compliant company, and requires people in this role to take PCI training to handle cards in a safe and compliant manner.

WHAT WE'RE LOOKING FOR

- Must have a Degree or Diploma in Business or in a related field
- Possess a minimum of 5+ years Sales experience
- A proven history of generating sales revenue and unprecedented drive for results
- Must have an expert level of written and verbal communication skills, excellent presentation skills
- Proven experience in problem solving and strategic thinking with the ability to make quality decisions in a fast-paced, deadline-oriented environment
- Must have a minimum of 3 years experience building and developing effective relationships with clients and team members
- Motivated self-starter with discipline to work independently to achieve sales targets
- Required to have the ability to be coachable, open-minded and a willingness to be trained and developed
- Proficient with Microsoft Work, Excel, PowerPoint and Outlook
- Valid Driver's licence and reliable vehicle

Please apply online at:
https://careersen-metroland.icims.com
Job ID # 2016-2055

OUR AODA COMMITMENT

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 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.

Say you saw the Ad in The Canadian Champion.
Classifieds gets results

Ontario

JUSTICE OF THE PEACE VACANCIES
Ontario Court of Justice

COURT LOCATIONS: Barrie (3), Bracebridge (1), Brampton (3), Brantford (1), Brockville (Bilingual-1), Chatham (1), Cornwall (1), Hamilton (1), London (1), Newmarket (2), Oshawa (1), Ottawa (2), Ottawa (Bilingual-3), Peterborough (1), Sarnia* (1), Sault Ste. Marie (Bilingual-1), Simcoe (1), Sudbury (1), Thunder Bay (1), Timmins* (1), Toronto (10), Toronto (Bilingual-1), Walkerton (1)

Please check www.ontariocourts.ca/oci/jpaac/advertisements for an updated listing of advertised vacancies.

At the request of the Attorney General and in accordance with the *Justices of the Peace Act*, the Justices of the Peace Appointments Advisory Committee invites applications for vacant Justice of the Peace positions in the Province of Ontario.

A Justice of the Peace is an independent judicial officer who presides in court over various proceedings under federal and provincial statutes. Applicants must meet minimum qualifications as set out in the *Justices of the Peace Act*.

The Justices of the Peace Appointments Advisory Committee reviews and evaluates applications and classifies candidates as "Not Qualified", "Qualified" or "Highly Qualified". Classifications are reported to the Attorney General, who recommends candidates for Order-in-Council appointments to the Ontario Court of Justice.

In addition to reflecting the diversity of Ontario's population, applicants should also display the fundamental skills and abilities, personal characteristics and community awareness attributes set out in the Committee's General Selection Criteria.

Bilingual positions require a high degree of proficiency in English as well as a superior level of oral and written proficiency in French. As First Nations people comprise a large percentage of the population in the areas being serviced by the courts in ***Sarnia** and ***Timmins**, we especially encourage people of Indigenous heritage and people with an in-depth understanding of Indigenous communities and the issues affecting those communities to apply for these vacancies.

For detailed information about the vacancies noted above, minimum qualifications and the General Selection Criteria, the required application form, and the Committee's process, please visit the website of the Justices of the Peace Appointments Advisory Committee at **www.ontariocourts.ca/oci/jpaac**.

Applications for current vacancies must be submitted on the **current** prescribed application form and received by **4:30 p.m. on Wednesday, August 17, 2016. Applications received after this date WILL NOT be considered.**

PLEASE NOTE: Future vacancies and deadlines for applications will be posted on the Committee's website as they occur. Interested individuals can receive e-mail notification of vacancies by registering at www.ontariocourts.ca/oci/jpaac/advertisements/registration/.

Pour voir cette annonce en français, consulter le site Web du Comité à **www.ontariocourts.ca/oci/fr/jpaac/annonces**.

General Help

GENERAL LABOURERS
needed for unloading containers, High Earning Potential. Must have own transportation Email resume to: lumperservice2012 @gmail.com

PT Piece Work
Flexible hours. Must have transportation & be reliable. Oakville. Will consider semi-retired. Fax 905-842-3391 or Call 905-842-8260

Taylor Moving (est. 1959) currently has an opening in the role of

Receptionist/ Sales Support
Good communication skills, own vehicle and word processing skills a must. This is deemed a full time position, Monday to Friday from 8am to 5pm. The starting rate of pay is $14.00 to $15.00 per hour based on qualifications. Email resume: rick@ ataylormoving.com.

Office/ Administration

Spriggs Insurance Brokerage
Requires RIBO Licensed Personal and Commercial Lines Producers. Experience preferred. Apply to: info@spriggs.ca

Technical/Skilled Trades

Cabinet Maker
FT, Milton Shop
5 yrs experience.
Call 905-878-9177

To book your ad call 905.632.4440 Champion

General Help | General Help | General Help | General Help | Technical/Skilled Trades | Technical/Skilled Trades

Assistant Groomer
Seeking a mature full time/part time- Bather/ assistant groomer for a busy grooming shop in **Milton.**
Must be an outgoing individual that loves to clean, who loves animals, must have experience working with animals, great at customer service, quick learner, works well with other people, is able to work independently for my growing business. Saturdays are a must!
You can send your resume to info@spawsdoggrooming.com or you can call for more information at 905-864-6360

metrolandmedia
Connected to your community

Metroland is looking for

Pocket Feeders
for the Afternoon Shift (4pm - 12am)
Minimum wage.

If interested please apply within at 5300 Harvester Road in Burlington Monday to Friday. Or send your resume to paallen@thespec.com

Certified Journeyman Lineman
Must have 10 yrs live line distribution experience up to 27.6 kv, clean driver & criminal records. Above average wages with benefits and consistent year round Monday-Thursday 40hr/wk. (No LOA).Work is done in the Mississauga,ON area.

Learn more & apply at: www.haltonpower.com OR Call Eric @ 519-496-7420

To book your career opportunity call 905.632.4440