

Job Posting:
Retail Account Manager – Edmonton



Company Rec Media Inc.
Telephone (888) 746-5237
Web Site www.recmedia.com
Key Contact Jeff Young, Vice President, Sales

ABOUT REC MEDIA INC.

Our Company

Rec Media is an Out-of-Home media firm with offices in Toronto, Vancouver and Calgary, specializing in campaign executions in community and municipal recreational facilities coast to coast. Over the past 27 years, Rec Media has grown to become the largest company of its kind in Canada, with campaigns placed in over 2100 recreational facilities nation-wide, for a stable of blue-chip clients including McDonald's, RBC, Chrysler, Bell, Tim Hortons, Telus, WestJet, and many more.

What We Offer Clients

We deliver unique and novel advertising executions, comprised of both traditional and non-traditional mediums – Rinkboard Panels, Wall Murals, Floor Decals, Glass Decals, Door Wraps, Wall Billboards, Outdoor Field Banners, Sponsorships, and unique Digital and Experiential campaigns. We also have a network of ski resorts including Mt. Tremblant, Lake Louise and Mt. Seymour.

Exceptional geographic coverage, a superb demographic, and a surprisingly efficient cost per impression all combine to make Rec Media a leader in out-of-home advertising.

Why Join Rec Media

- Dynamic: Nimble and creative in its response to providing innovative marketing solutions
- Growing: Consistently growing market share, client base, recreational partners, and campaign capabilities
- Successful: Largest company of its type in Canada
- Ownership: Privately owned with a team-oriented approach

Position Title	Retail Account Manager – Edmonton
Location	Remote (Edmonton, AB)
Department	Sales
Start Date	October 2022
Key Contact	Jeff Young, Vice President, Sales

Overview

Rec Media is looking for an experienced sales account manager to grow our robust network of local, retail clients within Edmonton. You will secure advertising revenue from local retail businesses interested in reaching and connecting with hundreds of thousands of consumers in recreational facilities in Edmonton. You have an appetite to be an aggressive new business hunter, as well as embody the skill set required to retain and grow the client base you build.

The Role

This is a 3 month Contract Sales Position reporting directly to the Rec Media Vice President of Sales.

You will be able to operate with autonomy, creativity, and purpose. You'll be empowered and encouraged to actively propose, design, and develop marketing solutions and services for client objectives.

Primary Responsibilities

Achieve sales growth and revenue objectives. Specifically:

- Identify local sales prospects within defined territory
- Secure appointments with business owners to deliver sales presentations
- Prepare and present Rec Media opportunity
- Create media contracts, collect payment information and complete sales activity reports

Candidate Key Attributes

Your experience and proven success in outbound retail sales environments stems from your:

- Self-motivated ambition and drive to succeed
- Desire to work as a high-commission, independent sales professional
- Superior communication skills and ability to develop strong relationships in the community
- Excellent prospecting skills and ability to communicate effectively

Demonstrated competencies:

- Experienced sales professional with minimum 2 years outbound sales experience
 - Advertising sales experience a definite asset, but outbound sales experience in other industries may be considered
- Entrepreneurially focused and goal-oriented
- Proven prospecting success through identification and initial engagement of targets
- Strong prioritization and multi-tasking abilities, with the ability to meet deadlines
- Working knowledge of Microsoft Windows and Microsoft Office Suite
- Refined written, oral presentation, and negotiation skills
- Expert relationship building skills

Expectations

- Generate sales revenue from local retail clients
- Identify and present Rec Media opportunity to new and renewing clients
- Be passionate about the Rec Media brand/business
- Understand the challenges and competitive marketplace in the community
- Provide superior service, exceed client expectations and continue to drive business within the defined market covered by the recreational facilities.

Remuneration

- Commission-based contract position

HOW TO APPLY

Please apply with resume and cover letter, by September 16th, 2022 to hr@recmedia.com.

We appreciate all applications; however only suitable candidates will be contacted.

THE REC MEDIA EMPLOYEE EXPERIENCE

REC MEDIA CORE PURPOSE

Connecting and Supporting People in Our Communities

REC MEDIA CORE FOCUS

Connecting Advertisers with Audiences in Community Athletic Recreational Facilities

REC MEDIA CORE VALUES

- Value People Over Profits
- Do The Right Thing
- Go The Extra Mile
- Be A Team Player
- Embrace Change
- Have Fun

REC MEDIA EMPLOYEE EXPERIENCE

- Flexible Work Hour Opportunities
- Additional Paid Vacation at Christmas
- Personal Days
- Rec Media Paid Community Service Days
- Charitable Contribution Matching Plan
- Annual Town Hall Meetings
- Quarterly State of Company Address
- Drink Cart Thursdays
- Team Chosen Corporate Charity