



## **Advertising Account Executive Victoria**

Coast Outdoor Advertising is the largest billboard advertising company on Vancouver Island. It is a well-established and well-respected company, proud to offer premium billboard locations along with effective billboard creative, production and installation services.

We are looking for a self-starting, professional and approachable Advertising Account Executive responsible for sales and follow up of new and established advertising accounts in Victoria, Cowichan, Duncan and Nanaimo, as well as agency accounts in Vancouver and Toronto. This is an outside sales position that requires a diligent professional who loves to work with people and is comfortable with modern software technology. The ability to leverage established advertising industry or business contacts would be considered a bonus.

### **Accountabilities:**

- Consult with clients on their marketing needs and creatively conceptualize solution packages.
- Deliver advertising campaigns and products in accordance with goals and objectives of the client.
- Use and maintain an established CRM system to track clients and contacts.
- Generate professional advertising sales proposals using online software for e-mail delivery.
- Present and sell advertising proposals in person, by telephone, via e-mail, and online.
- Make prospecting calls to develop new business. Follow up with inbound telephone and website leads provided.
- Meet or exceed monthly and quarterly sales activity and revenue goals.



**In order to be successful, you will have:**

- Excellent verbal and written English language communication and presentation skills.
- Strong proficiency with computers using Microsoft Office (Outlook, Excel, Word) and web-based software.
- High school diploma, bachelor's degree preferred.
- Two or more years' experience in media or advertising sales is highly desirable.

**This is a permanent part-time, in office/home office, salary plus performance bonus position.**

In order to be considered for this extraordinary opportunity in advertising sales, please submit a resume and cover letter to Jackie Dewey [jackie@coastoutdoor.com](mailto:jackie@coastoutdoor.com)

We thank all who apply but only those considered suitably qualified will be contacted.