

EMPLOYMENT OPPORTUNITY

Advertising & Marketing Sales Representative

Location: The Penticton Herald - Penticton, British Columbia

This is a full-time position reporting to the Publisher & General Manager.

We are looking to expand our sales and marketing team to meet the needs of our varied and expanding client base.

As an Advertising & Marketing Sales Representative you will be responsible for identifying, developing and marketing plans and strategies for new and existing clients.

EXPECTATIONS:

- Not only meet but exceed set monthly and annual sales targets.
- Attract, develop and retain new business relationships and partnerships within the community.
- Contribute to the continued, long term success of the Herald and its associated products and services.
- Maintain an in-depth understanding of competitive conditions, industry practices and market opportunities in relation to client requirements.
- Motivate, inspire, and continually develop relationships with existing and new business partners.

MINIMUM QUALIFICATIONS:

- Sales experience
- Digital marketing experience including targeted and social media advertising
- Ability to think strategically and effectively communicate vision (both written and verbal)
- Adept at balancing intense short-term pressures with overall long-term goals
- Strong executive presence, polish, and business savvy
- Excellent time management skills and able to convey complex concepts in a compelling, concise, and creative way
- Ability to build a varied and dynamic client base while working co-operatively within a team environment

This is a unionized commissioned sales position and pay is as per the collective agreement.

Interested applicants are invited to apply, in confidence, with a handwritten cover letter and a current resumé including a minimum of 3 employment references to:

Shannon Huggard - Publisher & General Manager
Penticton Herald / Showcase Okanagan
101 186 Nanaimo Ave. West Penticton, BC V2A 1N4
email: shannon.huggard@pentictonherald.ca

No phone calls please.

**We thank all applicants for their interest
however only short listed candidates will be contacted.**