

Account Executive

Promotion Marketing & Design (PMD) is a leader in providing effective marketing solutions to small and medium business throughout Peterborough and Central Ontario regions. Since 2002, PMD has provided a full range of logoed promotional products, graphic design, print and leading edge website design services. We have an immediate opening for an experienced Account Executive.

Are you a sales professional that seeks an opportunity to be creative?

Do you enjoy prospecting and hunting new business?

Do you have a proven track record in selling within the advertising & marketing sector?

As Account Executive, you will be leading the drive to grow and manage sales within the business to business sector. This is a great opportunity for a seasoned sales professional to be part of our team, representing the region's premier marketing company. The ideal candidate will be a hunter by nature, results orientated, comfortable with technology and someone who thrives in a dynamic, fast paced environment. This position is ideally suited to someone who is currently selling radio, print, advertising or new media.

Key Responsibilities:

- Prospecting new business and developing the sales territory
- Managing and growing our business with existing customers
- Conducting customer meetings, demonstrations and presentations
- Meeting and exceeding sales targets
- Other duties as assigned

Qualifications:

- Previous sales experience within the advertising industry is an absolute must
- Demonstrated success in developing sales strategies and meeting sales targets
- High personal standards of integrity and honesty
- Strong communication skills including verbal and written
- High energy level, self motivated with excellent time management skills and a keen sense of urgency
- Proven closing and problem solving skills and possess an aptitude for selling
- Comfortable with technology and social media
- Computer proficiency with Windows and Microsoft applications
- Demonstrated knowledge of promotional products or digital marketing considered an asset
- Agency experience an asset
- Excited about contributing to the success of our growing company

Experience:

Post-secondary education in Business, Advertising, Marketing or Technology or equivalent work experience

2+ years of proven experience in new business development within the advertising industry

Valid drivers licence and must own reliable transportation

Compensation:

Guaranteed Draw + Generous Commission

Benefit Program

Please apply by forwarding your resume to sales@promotionmarketing.ca We thank all who apply, but will only be contacting those who appear to be the closest fit for our needs.