

The Weather Network is Looking for You... Now Hiring People with a Sunny Outlook

Benefits of working for Pelmorex /The Weather Network:

- Named one of Top 50 Best Managed Companies for the 3rd consecutive year
- Working with an innovative team of over 300 employees
- Keeping pace with the growth of technology, we offer unique integration of creativity, science and technology
- Leader in employment equity and diversity
- Dynamic, fast-paced environment, open-door philosophy
- State of the art facilities

Account Executive, Interactive Services

*Reports to: Director of Sales, Interactive Services
Oakville, ON*

Responsibilities:

- Source leads, prospect and develop new accounts for TWN/MM online properties
- Identify, develop and execute opportunities to optimize advertising revenues for TWN/MM online properties
- Manage assigned account list
- Assist in the development of integrated tv/web sales packages
- Establish and strengthen relationships with, as well as develop and deliver effective presentations to prospects, direct clients and agencies
- Achieve and/or exceed personal and team budgets for the fiscal year
- Work with IS teams to secure and deliver sales opportunities on all Pelmorex Media Inc. (PMI) web properties
- Maintain ongoing relationship and communication with Pelmorex Broadcast Sales (PBS)

Responsibilities and duties may evolve over time.

Due to the nature of this position there are occasional job related functions. Attendance at these functions is required.

Qualifications:

- Minimum two years advertising sales experience
- Agency sales experience required
- Online sales experience required
- University Degree/College Diploma preferably in Advertising, Sales and/or Marketing

Competencies:

2655 Bristol Circle
Oakville, Ontario L6H 7W1
T 905 829.1159
F 905 829.5800

- Highly motivated to accomplish sales objectives
- Excellent communication and presentation skills
- Excellent organizational and time management skills
- Creative sales approach
- Superior client relationship skills
- Team player
- Good computer skills
- Works well independently

Qualified applicants should submit their resume to: *Human Resources*, Fax: 905-829-1332 or *email*: hr@pelmorex.com. Please quote: “**00-10**”. Pelmorex is committed to equity in the workplace. We thank all applicants for their interest, but only those selected for an interview will be contacted