

## **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 in 2007
- 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

### **National Account Executive (TV)**

*Oakville, ON*

#### **Responsibilities:**

- Achieve and/or exceed personal & team budgets for the fiscal year
- Increase “new business” billings with Direct Clients
- Source leads, prospect and obtain new business for TWN/MM and recommend/liaise with Web division re TWN/MM Online properties
- Establish & strengthen relationships with all prospects, direct clients and agencies. Focus on buyer/planner/direct client relationship building
- Contribute to the sales team as well as all other departments at PBS, Vancouver and Montreal
- Assist in the development of integrated media packages for all Pelmorex media
- Co-ordinate resources at TWN/MM in Toronto, Montreal and Vancouver to deliver commitments to clients
- Identify, develop and execute opportunities to optimize advertising revenues for The Weather Network/MétéoMédia
- Develop and implement sales strategies and presentations for all Pelmorex media properties.

*Responsibilities and duties may evolve and change over time.*

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

#### **Qualifications:**

- University Degree or College Diploma, preferably in Marketing and/or Sales.
- A minimum of 2 years sales experience, preferably in media sales.

#### **Competencies:**

- Confidence, integrity, highly motivated team player, dynamic, organized and efficient with good judgment. Meticulous and versatile, able to perform several tasks at the same time while dealing

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

with the unexpected. Above average written and verbal communication skills and excellent presentation skills. Good computer skills.

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Qualified applicants should submit their resume to: *Human Resources*, Fax: 905-829-1332 or *email*: [hr@pelmorex.com](mailto:hr@pelmorex.com). Please state "TV Sales Rep" in the subject line. Pelmorex is committed to equity in the workplace.