

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 Canada's 50 Best Managed Companies for the 5th consecutive year
- Recognized as one of Greater Toronto's Top Employers for 2010 and 2011
- 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

Local Account Executive, Digital

*Reports to: Local Sales Manager, Pelmorex Digital Sales
Oakville, ON*

The Local Account Executive, Digital will be responsible for generating display advertising revenue on The Weather Network website within the Greater Toronto Area.

Responsibilities:

- Source leads, prospect and develop new accounts for The Weather Network (TWN) and MétéoMédia (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 and direct clients
- Achieve and/or exceed personal and team budgets for the fiscal year
- Work with Digital 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)

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

Roles, responsibilities and duties may evolve and change over time.

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

Qualifications:

- Proven direct sales success
- Advertising sales experience an asset
- Agency sales experience an asset
- Online sales experience an asset
- University degree/College diploma preferably in Advertising, Sales and/or Marketing

Competencies:

- 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: “**Local Account Executive, Digital**”. 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.