



Media Sales Strategist – New Minas, NS

Stingray, a leading global music, media, and technology company, is seeking a passionate, experienced sales professional to join our fun, creative and energetic team as a full-time Media Sales Strategist based out of New Minas, Nova Scotia.

What you'll do:

- Help clients grow and succeed through our full suite of media solutions including Radio, Programmatic Display, Programmatic Video, Connected TV, Digital Out of Home, Search and Social.
- Own the end-to-end sales process, from lead generation and prospecting to performing client needs analysis, presenting solutions, negotiating, and execution of closing strategies, to the final stage of bringing new clients on board.
- Drive revenue growth and achieve revenue targets through consultative sales and development of strategic proposals.
- Collaborate with promotions, programming, creative, production and digital campaign managers, to build and support compelling, audience based, multi-media advertising campaigns.
- Manage and grow existing client base while prospecting to create new business.

Does this sound like you?

- Post-secondary education in Marketing, Sales or another related discipline (experience in Multi-Media advertising or Marketing environments an asset).
- 2+ years of in-person, consultative B2B sales or account management experience.
- Strong track record of achieving and exceeding set targets.
- Excellent communicator, presenter, and negotiator.
- Builds strong relationships while always maintaining a professional approach.
- Well-organized and accountable with strong time management skills.
- Prioritizes multiple demands in a deadline-driven, fast-paced environment.
- Proactively embraces change; is positive, consultative, participative, enthusiastic, and optimistic.
- A valid driver's license, use of a vehicle and valid vehicle insurance.

If you are looking for an exceptional workplace and have what it takes to fill this position:

- Complete the following Employment Equity Self-Identification Form:
www.stingray.com/employment-equity-survey
- And then send your resume to kcory@stingray.com

Submission deadline: February 28th, 2022.

Stingray Radio supports the principles of Employment Equity is committed to ensuring our workforce is representative of the communities we serve. Women, Aboriginal peoples, persons with disabilities and visible minorities are encouraged to apply and to self-identify so we can work towards full representation of those groups within our company.

Stingray Radio requires all applicants to be legally eligible to work in Canada without sponsorship.

Not the job for you? Check out our [Careers](#) page to consult other available positions and learn more about Stingray. We're always on the lookout for new talent.