

COURIER WEEKEND

THE SAINT CROIX

Sales & Marketing Advisor St. Croix Printing & Publishing in St. Stephen, NB

The Saint Croix Courier/Courier Weekend newspapers; printing since 1865 is one of the only independent reporting voices in New Brunswick, providing a different perspective on the social, political and business developments in Charlotte County.

The Courier is committed to growth in our region! To that end we are looking to expand the sales team and are in need of a passionate Sales & Marketing Advisor to join our new and innovative sales group. Sales & Marketing Advisors are primarily responsible for advertising sales for The Saint Croix Courier/Courier Weekend with your own account base which you can grow as high as you can take it. Attributes for this position would be; great communicator, problem solver, detailed oriented, self-starter and yet a team player, ability to manage multiple deadlines, customer service oriented, and it helps to be passionate about our community. You will also help our clients meet their needs through advertising in one or more of Advocate Media's many products and services.

St. Croix Printing and Publishing is a member of the Advocate Media Inc. family, owned by Advocate Printing & Publishing, located in Pictou, Nova Scotia, the largest privately-owned printing and publishing company in Atlantic Canada. Committed to growth, continuous improvement and exceptional customer value, Advocate understands that people really do make a difference.

Come join us and be a part of our community! What we have to offer:

- Base Salary
- Uncapped Commission
- Group Benefit Plan
- Registered Pension Plan

Qualifications and Requirements

- Excellent communication, negotiation, problem-solving and presentation skills.
- Familiar with the local business climate.
- Good judgment, organizational and negotiation skills.
- Good multi-tasking and priority management skills.
- Microsoft office skills and ability to work with sales tracking software.
- Able to identify and contact clients with control for advertising budgets.
- Must be a detail-oriented self-starter with the ability to work independently.
- Committed to positive business results.
- Creative thinker with goal-oriented attitude to achieve targets.
- Prior account management experience being responsible for budget and sales targets.
- Entrepreneurial by nature, self-motivated and strong ability to work independently.
- An enthusiastic and positive approach to consultative selling.
- Must possess and maintain a valid driver's license and reliable vehicle.
- A university degree or equivalent working experience.

Interested applicants email your resume to: careers@advocateprinting.com