

## CURRENT OPENINGS | CANADA

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Job Title: **Sales Director**  
Department: **Sales**  
Location: **Toronto, Ontario, Canada**

## ABOUT ADCONION

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Adconion Media Group is the largest, privately held independent global ad network and intend to position Adconion next to Google and Yahoo! The holding company is a UK company with corporate offices in the UK, Germany and the US. We have sales and media offices around the globe including Germany, France, Spain, Canada, the UK, the US, and Australia with more coming soon. The Adconion network delivers internet and mobile ads using its own technology that provides innovative products and high ROI for advertisers and competitive revenues for publishers. Most recently, Adconion raised US\$ 80 million of funding and acquired Frontline Direct, a US based email and database marketing specialist.

Do you love online advertising, interacting with people and hyper-growth entrepreneurial environments? Are you interested in solving complex problems while learning more about the exciting online media industry and the business world at one of the most progressive online advertising companies? Adconion is looking for a talented and motivated individual with online advertising experience and strong analytical skills to join our team.

Adconion's work environment is fast-paced and intellectually demanding. We work hard, play hard and our passion for online media, technology and building the next global industry leader is at times overwhelming. We strive to provide a corporate culture and structure that attracts and retains super stars. Find out more on our website at [www.adconion.com](http://www.adconion.com).

## THE POSITION: SALES DIRECTOR

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Adconion is looking for a talented and motivated individual to join our online sales team.

## REQUIRED SKILLS/EXPERIENCE

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- Bachelor's degree in related field
- Minimum 4+ years of Sales experience and generating monthly revenues above target goals
- Excellent track record in developing relationships with advertising agencies and direct advertisers
- Strong understanding of Advertising Sales
- Strong relationship building skills
- Excellent customer service skills
- Ability to establish and maintain effective working relationships with managers and employees
- Experience in the interactive advertising / digital media industry desired or relevant combination of education and experience

## KEY RESPONSIBILITIES

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- The Sales Director will be responsible for the development and management of the company's major accounts
- Provide high-level direct client contact with advertising agencies



- Cultivate relationships at the highest levels of top agencies, large on-line advertisers and Fortune 1000 companies
- Supervise proper delivery of advertising campaigns in accordance with goals and objectives of the client
- Drive revenue through long-term, high dollar contacts
- Develop new markets as needed
- Responsible for selling new, high-end, and complex products and multi-platform packages
- Consult with clients on their marketing needs and creatively design solution packages
- Provide feedback to the rest of the organization on how to better satisfy client needs

### WHAT YOU SHOULD BRING AS WELL

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The successful candidates will thrive in a competitive and fast-moving business environment while adhering to high ethical standards; will exhibit confidence, empathy and intelligence in discussions with business owners and marketing executives; will devote significant off-the-job time to improving their understanding of the online advertising world; will interact in a co-operative and friendly manner with co-workers; and will perform at a consistent and high level with minimal need for supervision or management. You must have a degree and relevant work experience added by experience in MS Word, PowerPoint and Excel.

If you think you qualify for the above position please send your resume with a cover letter and salary requirements to [jobs-can@adconion.com](mailto:jobs-can@adconion.com). **Please indicate 'Sales Director Toronto' in the subject line.**

