



Wanted:
Dynamic, self-motivated, client focused, internet enthusiast.

Are you looking for a fast-paced, creative and challenging work environment? Is working with energetic, passionate people right up your alley? Are you an individual that consistently overachieves?

If so, Olive Media is looking for you!

Position Available: Sales Manager

The ideal candidate is a highly self-motivated, energetic and client focused professional. This position reports directly to the Sales Director. If you are an individual that consistently overachieves, forward your resume to careers@olivemedia.ca

THE JOB IN A NUTSHELL:

- Deliver against aggressive revenue targets by providing insight on all aspects of on-line media, including research, rich media and branding.
- Develop and build strong relationships with agencies and clients directly.
- Lead a team of account executives to overachieve against aggressive sales targets
- Coach and mentor members of the team
- Build strong relationships, particularly directly with multi-market retailers

ABOUT YOU:

- Ability to manage a team to target, while maintaining a personal territory
- Results oriented, an individual that consistently exceeds targets and corporate objectives
- Recognized as a relationship builder, presenter and communicator at the C level executives
- Knowledgeable about traditional and on-line advertising, including rich media
- Knowledgeable about web analytics
- Knowledgeable about industry trends, online advertising trends and Internet best practices
- An experienced Account Executive in advertising sales, preferably online advertising
- Experience managing direct reports preferred
- A University or College graduate (Business or Communications preferred)

STUFF THAT'S NOT ON A RESUME:

- Enthusiastic with a passion for excellence

- Mature, honest, hard working yet light hearted
- Fearless, driven yet patient
- A believer in Internet media, where it is today and where it is going

About Olive Media – www.olivemedia.ca

Olive Media is one of Canada's leading online advertising networks and has the ability to reach 13 million unique Canadian visitors monthly on its network of top-tier sites. Olive Media offers Canadian media buyers a one-stop shop for highly-engaged online Canadian audiences across premium Canadian and U.S. content channels, including iVillage.com, CNET.com, ArtistDirect.com, thestar.com, toronto.com, cyberpresse.ca and tetesaclaques.tv. Olive Brand Response, an Olive Media product, offers advertisers the opportunity to run performance-related campaigns on over 2000 Canadian and U.S. websites. Olive Media is a partnership between Torstar Digital and Gesca Digital.

About Torstar Digital: <http://www.torstardigital.com>

Torstar Digital's mission is to deliver technology and strategic leadership to its online-only properties, create winning online businesses that can leverage Torstar Corporation's wealth of media assets and assist in online enabling of Torstar Corporation's existing portfolio of print businesses. Torstar's current portfolio of leading digital properties includes thestar.com, toronto.com, workopolis.com, wheels.ca, Olive Media and a variety of regional sites.

About Gesca Digital

Gesca Digital and its subsidiaries, operate several Internet sites (cyberpresse.ca, LaPresseAffaires.com, Technaute.com, MonToit.ca and MonVolant.ca) also own an interest in Olive Media, fifty percent interest in Workopolis, Canada's leading provider of Internet recruiting and job search solutions. Gesca Digital is a division of Gesca Ltd, a media group and a wholly owned subsidiary of Power Corporation of Canada (TSE: POW).

Also please visit Torstar Digital on [Facebook](#)