



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, Torstar Digital is looking for you!

**Position Available:  
Account Executive – Local Sales (2) available**

Torstar Digital represents toronto.com, theStar.com, parentcentral.com, healthzone.com and yourhome.ca. Our Account Executives provide strategic online media solutions to local, small and medium sized businesses in the GTA. Account Executives work collaboratively with Account Managers on a defined territory to achieve aggressive revenue targets, structure contracts and campaigns to maximize media performance and customer retention. Account Executives would work with Torstar Digital sites.

If you are a highly self-motivated, energetic and results focused sales professional and want to build a career in the dynamic industry of online media, forward your resume to: [careers@torstardigital.com](mailto:careers@torstardigital.com)

**THE POSITION:**

- Consistently deliver against aggressive revenue targets
- Ownership of a specific geographic territory with an aim to maximizing revenue potential
- Develop and build strong relationships with local retail clients
- Prepare effective presentations and develop contracts and campaigns that will deliver optimum ROI to clients
- Communicate and collaborate with the Account Manager to ensure effective service and delivery
- Expand knowledge and provide insight of the online advertising industry to your client base, including online advertising trends, technologies and strategies
- Achieve a level of excellence and act as an ambassador of the brands your represent

**ABOUT YOU:**

- 3-5 years experience in sales with a proven history of achieving and surpassing sales targets, and unprecedented drive for results
  - Preferred experience in the, Online or Media Sales
  - Strong negotiation, presentation and telephone skills
  - Superior customer service skills
  - Ability to build and develop effective relationships within the team and with clients
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- Solid organizational skills and time management skills with the ability to multi-task
- Ability to work in a fast-paced, dead-line oriented environment
- Strong written and verbal communication skills
- University or College Degree (Business 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 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, eye Return Marketing and a variety of regional sites.

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

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