



Wanted:

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

Are you looking for a fast-paced, creative and challenging work environment?
Do you have a knack for building strong relationships and developing impactful proposals?
Is working with energetic, passionate people right up your alley?
If so, Torstar Digital is looking for you!

Position Available: Site Manager

Torstar Digital represents toronto.com, thestar.com, parentcentral.com, healthzone.com and yourhome.ca. Reporting to the Director, Online Sales and Integration, you will work collaboratively with Product Managers, Sales, Account Management and Traffic to maximize site revenue.

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

THE JOB IN A NUTSHELL:

- Work with Sales to brainstorm solutions and build winning proposals
 - Strategically package inventory across sites and networks to maximize site ad revenue
 - Work with Sales and Account Managers to understand the needs of advertisers.
 - Build sales collateral in a compelling manner that meets the needs of advertisers and sales.
 - Ensure that all sales material on common share drives is kept up to date and accurate
 - Accompany Account Executives on sales presentations as needed.
 - Act as the primary point of contact for Product Managers and provide outstanding customer services and attention to detail.
 - Develop and manage strong, value-added business relationships with Account Executives, Product Managers and Account Managers.
 - Proactively work with Product Managers to package site inventory and introduce new opportunities to the sales team, advertising and marketing.
 - Achieve specific sell through and/or revenue targets
 - Amass in depth knowledge of your assigned websites and act as the subject matter expert for the local sales team.
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ABOUT YOU:

- 3 years related experience in ad industry, media, sales, marketing or online publishing
- Must have a solid understanding of the interactive ad industry and be self motivated to continue learning
- Proven ability to build strong business relationships
- Strong attention to detail, excellent organizational and problem solving skills
- Collaborative, persuasive and compelling
- Excellent written & verbal communication
- Strong computer skills, specifically with MS office (Outlook, Excel, Word, PowerPoint), Internet Explorer.
- Knowledge of various research tools (Media Metrix, eMarketer, PMB)
- Working knowledge of ad serving technologies an asset
- Strong graphic design skills an asset
- A University or College graduate, preferred Technology, e publishing, Graphic Design, Business or Media

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.
