



Newcap Radio – New Minas, Nova Scotia

ACCOUNT EXECUTIVE

Newcap Radio has a great opportunity for an Account Executive at 89.3 K-Rock (CIJK) in New Minas, Nova Scotia. Home to the world's highest tides, the Annapolis Valley running along the Bay of Fundy, is rich in agriculture and known for its natural beauty, seafood, and the largest wine producing area east of Niagara.

We are looking for the right sales professional to manage an established client list.

You:

- Are a driven, self-motivated, experienced sales professional that cares about your clients and helping their businesses succeed
- Have a strong understanding of marketing in today's business environment
- Understand the sales process to deliver results
- Love solving problems with creative solutions
- Thrive in an environment of collaboration, ideas and action
- Understand accountability to your team and your clients
- Have a high level of communication, organization and interpersonal skills and present your ideas with confidence
- Believe in a Positive Attitude: what you can visualize, you can materialize.

The position:

- Service, manage and grow an established local account list
- Prospect and grow new business
- Manage all aspects of the client relationship from presentation to creative to collection
- Develop sales ideas and promotions to generate revenue and results for the station and our clients

If this sounds like the right opportunity for you, then we welcome you to sell us, on you.

**Please send your resume outlining why you are our next Account Manager to:
Karen Corey, General Sales Manager, kcorey@newcap.ca by August 12th.**

We look forward to hearing from you!

Newcap Radio values diversity in its workforce and as such is committed to Employment Equity. We would like to thank all applicants for their interest in this position. However, only those being considered for an interview will be contacted.

All applications must be accompanied by a completed Employment Equity Questionnaire. The form may be downloaded from the following link: <http://www.ncc.ca/confidential-employment-equity-workforce-survey/>