

**Opportunity  
Awaits You.**

## **Inside Sales Representative**

The National Sales Office of Quebecor Media is looking for an energetic and results-oriented individual to join our team as an Inside Sales Representative. This individual will be responsible for facilitating the selling of national and multi-market advertising within Quebecor's daily and weekly publications across Canada.

### **Responsibilities:**

- Maintain and grow an existing client base
- Source new business and prospective client contacts to help generate new advertising revenue
- Prepare direct mail communications and presentations through researching subjects and writing targeted letters or emails
- Build relationships with clients and agencies to increase revenues
- Review NADbank and PMB research to position Quebecor Media as a competitive medium
- Work toward achieving a yearly revenue target
- Provide required weekly and monthly revenue reports
- Work well with each media's production teams to create synergies and efficiencies

### **Qualifications:**

- Inside sales experience preferred
- Excellent communication skills both oral and written
- Exceptional telephone manner
- High energy multi-tasker who can work in a fast-paced, demanding deadline environment
- Working knowledge of MS Office, Outlook and the Internet
- Ability to work with research data and optimize its use in the advertising sales process
- Exceptional attention to detail and accuracy
- Proven organizational skills and strong interpersonal skills required for a team environment
- Newspaper experience an asset
- Bilingualism an asset

Interested and qualified applicants should submit their resume with a single page cover letter by May 6, 2011 to:

Angela Forgues  
QMI Sales  
333 King Street East  
Toronto, ON M5A 3X5  
Email: [careers@sunmedia.ca](mailto:careers@sunmedia.ca)

**Please quote QMIS-11-007 in the subject line.**

***Only applicants selected for an interview will be contacted. No phone calls or agencies please.***

**QUEBECOR**  
*Media*