

# Manager, Digital and Experiential Sales

## JOB DESCRIPTION

Notable Life, the go-to resource for every driven millennial, is looking for an extraordinary **Manager, Digital and Experiential Sales** to join their growing team in Toronto. The ideal candidate has at least two years experience in content/media sales, has a track record of meeting targets and a results-oriented way of conducting themselves, a strong digital and/or content background, a desire to think beyond traditional borders and a positive, team focused attitude.

## ROLES AND RESPONSIBILITIES

- Consistently and proactively identify and generate new revenue generating opportunities across the country
- Help ideate, execute and manage partnership and sales campaigns from beginning to completion, ensuring the entire Notable team involved with the project and all stakeholders understand the scope of the project and objectives
- Interact with clients and partners on a regular basis, ensuring a true “partnership/relationship” exists
- Spearhead our CRM practices with our valued partners
- Ensure open communication and an understanding on items such as workback schedules, approval times, etc. and secure client approvals
- Constantly look for opportunities to upsell and deliver even more services to client, during and after the campaign
- Be a contributing member of our team and act as a brand ambassador at all industry events
- Go above and beyond job to enhance company culture and support a positive team environment
- Be committed to learning, growing, and developing within your role at Notable
- Create sales decks/presentations for pitch meetings

## QUALIFICATIONS:

- Minimum of 2 years of progressive sales experience. **Digital sales** experience is a plus.
- Evidence of impeccable track record of meeting and surpassing sales targets
- Extensive network of decision makers on the Agency side
- Willingness to work outside of traditional office hours
- Superior communication and interpersonal skills
- Ability to collaborate with a creative team and work independently

Job Type: Full-time  
Reports to: Managing Director

Please send your CV and cover letter to: [admin@notablelife.com](mailto:admin@notablelife.com)

We appreciate your application. If you have not heard from us within two weeks, we look forward to connecting in the future.