



Part-time Account Executive (Fairchild Radio Vancouver)

Fairchild Radio Vancouver is currently looking for a self-motivated Part-time Account Executive to become a part of our team located in the Vancouver office. The ideal candidate is detail-oriented, has strong skills on building and maintaining positive customer relationships, and enjoy a fast-paced environment.

Duties and responsibilities:

- Develop and implement marketing strategies to increase revenue and market share
- Develop new business through selling commercial advertising time and other station products by reaching out to local businesses and other advertisers
- Obtain meetings with new and established clients through prospecting and cold calling.
- Create sales proposals and negotiate contracts
- Meet weekly, monthly and quarterly sales quotas
- Work with advertisers and advertising agency representatives with contracts, scripts and productions
- Work with Traffic Department and our traffic system
- Manage client relationships and ensure customer satisfaction
- Participate in and contribute to sales coordinated events, assist with clients and sales meetings
- Provide input on sales promotion ideas to sales management
- Retain current business and develop new business contacts
- Understand the business objectives and advertising strategies of clients and find ways to help them achieve their objectives through effective advertising
- Perform other related duties as assigned by the Department Head.

Skills and qualifications:

- Bachelor's degree or diploma in marketing, business, or related field
- 1-2 years' experience in sales and marketing
- Excellent communication and interpersonal skills
- Strong analytical, problem-solving organizational, written, and presentation skills
- Working knowledge of new media, digital interactive initiatives, and digital marketing channels such as social media and email marketing are required
- Ability to build and maintain positive customer relationships
- Competitive, persuasive, energetic and self-motivated traits
- Ability to overcome objections
- Outside media sales experience preferred but not required



- Enjoy a fast-paced environment with a desire to win
- Fluent in spoken and written English is a must, fluent in Chinese (Cantonese or Mandarin) is an asset

If you are a motivated self-starter with a passion for Sales and Marketing work, please submit your resume to hr@fairchildradiogroup.com . We thank all applicants for their interest, but only selected candidates will be contacted for an interview.

This position is restricted to those legally entitled to work in Canada.

Fairchild Radio is committed to Employment Equity and to providing a fair and equitable work environment. We encourage applications from qualified women, men, visible minorities, aboriginal people and persons with disabilities. If you need to be accommodated during any phase of the evaluation process, please contact our Director, Human Resources and Administration at emilywu@fairchildradiogroup.com . All information received about accommodations will be kept confidential.

Fairchild Radio also respects your right to privacy. We have a firm policy of not selling, lending or disclosing your personal information. When we collect personal data, you can be assured that we will handle and store it in a secure manner. Your personal information will be kept confidential and destroyed after use.