

Wanted: One amazing human being

Your Workplace magazine is looking for an **Intermediate to Senior Salesperson** to assist our sales team in **Toronto, ON**. Any intermediate to senior salespeople currently handling contract ad sales, and is interested in a highly valued, targeted title focusing on progressive work culture should apply. The individual should have experience in print, digital, and online sales.

Your Workplace has a main office located in beautiful downtown Kingston, ON. This position will be to assist our team in Toronto. Our national publication, with circulation across Canada and internationally, is devoted to promoting healthy workplaces, work/life balance, and personal wellness with their leading magazine, website and events.

The ideal candidate will have:

- Previous sales experience: 3-5 years
- Superior written, oral and interpersonal skills
- High level of self-confidence, enthusiasm, able to work independently, organized, team player, personable, ability to effectively manage others and self-motivated
- Proven track record in meeting & exceeding sales quotas
- Strong relationship building skills
- Excellent personal and telephone skills
- Thrive on creating strategic alliances and closing deals

Compensation: Compensation is commission only and subject to negotiation based on the individual's level of experience.

What you might like to know about us:

We produce great content and have a compelling message. We also:

- Have been publishing for 18 years
- Produce six issues per year (print and digital)
- +/- 10,000 digital and print subscribers (25% are individuals and 75% are in a group)
- Have a website at www.yourworkplace.ca
- Host an annual conference, publish an e-newsletter and offer a Wellness Program

What we need to know about you:

1. How you are qualified so that you will exceed our expectations?
2. Who can vouch for your awesomeness?
3. What tools and resources do you need to enjoy this job and convert sales leads?

Closing Date: This posting will remain live until an appropriate candidate is found.

If this opportunity sounds exciting and you would like to join a progressive, growing company, please send us your resume and 100-300 words explaining why you would be an asset to the *Your Workplace* team. Please email your response to marty@monetizingcontent.ca.