

Contractor wanted to provide Advertising Services to Lookout Newspaper

Description

Canadian Forces Base Esquimalt's newspaper Lookout is a growing and dynamic operation in Victoria, B.C. They are searching for an independent, energetic, articulate, and driven contractor to facilitate advertising sales. Sales required will be focused on ad sales (newspaper, other print projects, and web), plus on-base trade shows.

Products to sell:

Opportunities to sell local ads into the weekly newspaper and on the website, three recreation guides, and lucrative national ad campaigns into 15 base newspapers across Canada, plus booths for two dynamic trade shows hosted on the base.

Mandatory Qualifications

Advertising sales experience – minimum three years
Proven success in prior ad sales
Excellent verbal and written communication skills
Ability to build and maintain solid client relationships
Solid negotiation skills
Self-starter with an entrepreneurial spirit
Team player
Solid organizational skills
Detail orientated

Compensation:

Commission-based only, percentages negotiated.

If you are interested in this contracted opportunity and have the mandatory qualifications listed above, please send a letter of interest detailing your experience via email to heather.catte@forces.gc.ca or fax (250) 363-3015.