



**New Glasgow, Nova Scotia  
Account Executive**

Stingray has a fantastic opportunity for the right sales professional to join our newest radio stations, CKEC and CKEZ in New Glasgow, Nova Scotia. You will be part of a professional, driven team who will be responsible for helping grow local businesses in Pictou County!

*About YOU:*

- You are a driven, experienced sales professional that cares about their clients and their businesses.
- Strong understanding of marketing in today's business environment.
- Clearly demonstrate a sales process to deliver results.
- Love solving problems with creative solutions.
- Thrive in an environment of collaboration, ideas and action.
- Understand accountability to the team and your clients.
- You can present your ideas with confidence.

*Successful applicant will:*

- Prospect and obtain meetings with new and established clients
- Conduct client needs analysis
- Prepare and present solutions that achieve client objectives
- Earn the right to ask for the sale
- Service, maintain and grow a list of accounts
- Meet and exceed monthly sales targets

*If this sounds like you:*

**Please send resume to Ken Geddes at [kgeddes@newcap.ca](mailto:kgeddes@newcap.ca)**

Deadline is November 23, 2018. Only those applicants selected for an interview will be contacted.

Stingray values diversity in its work force and is committed to Employment Equity, all applications submitted must be accompanied by a completed Employment Equity Questionnaire form. The form may be downloaded from the following link: <http://www.ncc.ca/confidential-employment-equity-workforce-survey/>