



Retail Sales Manager Saint John, NB

Newcap Saint John has a rare opportunity to take the next big step in your career! You will be responsible for taking revenue to the next level by managing the sales process, the people and discovering new opportunities in a developing market.

Still reading? Here's what we're looking for:

- A natural leader, who inspires and leads by example
- A true mentor, with the vision, energy and passion to grow and move the team forward
- Capacity to multitask and thrive under pressure and deadlines
- A strong, clear communicator who is client focused and results driven
- The ability to lead fun and productive sales meetings
- A proven track record of sales success, combined with a fierce competitive drive
- Forecasting and budgeting expertise
- Excellent negotiation and decision making skills
- Ability to balance empathy with accountability
- 2 or more years of senior sales and/or sales management experience

The Newcap Saint John team combines integrity, loyalty, dedication, passion and fun into making great radio for our clients. If you are a team player and *naturally* operate under the principles above, we want to hear from you.

Reply in confidence with resume and cover letter to:

Dan Fagan
Director of Operations, NB
dfagan@newcap.ca

Closing Date for Application: Monday February 6th, 2017. No phone calls please, only those selected for an interview will be contacted. All applications received will be held in strict confidence.

Newcap values diversity in its workforce and is committed to Employment Equity. All applications submitted must be accompanied by a completed Employment Equity Questionnaire form which may be downloaded from the following link: <http://www.ncc.ca/form.asp>