



# STINGRAY

## **Moncton, New Brunswick Business Development Manager**

Moncton's rock Station C103 and New Country 96.9 requires a Business Development Manager with strong interpersonal and communication skills, a focus on business to business sales along with marketing and advertising. The ideal candidate also has experience researching market trends and developing customer relations.

### **Business Manager's Focus:**

- Prospect and develop new business opportunities
- Revenue growth of emerging categories and revenue opportunities
- Work towards target categories and specific goals

The successful applicant should have the following qualities, attributes and experience level:

- Collaborate with creative, design and programming teams to ensure all client requirements are met.
- Communicating new ideas to prospective clients.
- Establish, grow and maintain relationships with prospect accounts
- Overseeing the development of marketing literature and drafting presentations.
- Possess a strong understanding of our products and our industry.
- Excellent written and verbal communication skills, strong attention to detail, and good follow-through

If you're interested in joining one of Canada's largest broadcasting companies and you're a professional with a focus on business development, then this is the position for you. The right candidate will be rewarded with a generous salary and benefits package that meets your potential for success.

Please send your resume and cover letter to Patricia Crowell, Sales Manager to [pcrowell@newcap.ca](mailto:pcrowell@newcap.ca) by Friday, December 20, 2018.

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: <https://www.ncc.ca/confidential-employment-equity-workforce-survey/>