

## JOB POSTING - ACCOUNT EXECUTIVE

### THE COMPANY

Sticks & Stones Publications currently operates a single publication, Profile Edmonton. Profile Edmonton is a concept magazine that is highly targeted at the 18-28 year old demographic. Sticks & Stones Publications is looking at transplanting the Profile concept aggressively to the other major Canadian cities but is currently looking to make the Edmonton implementation a defining success. Aside from Profile, Sticks & Stones is currently evaluating another publication concept for launch in 2011. We are looking for the right candidate to help drive the success these two publications.

### THE POSITION

Sticks & Stones Publications has an opening for an **Account Executive**. This position will be responsible for prospecting, identifying opportunities, building new business relationships and generating revenue for Profile Magazine and any other Sticks & Stones publication. Focusing on growing existing accounts and acquiring new clients, this position will be primarily placing outbound sales calls (to include cold-calls), conducting face-to-face meetings, making sales presentations and prospecting.

### YOU SHOULD KNOW

Sticks & Stones Publications offers, by far, the highest commission rates in Edmonton. We believe that good Account Executive's are worth their weight in commission. A candidate's compensation is dependent on their experience, so if you have any expectations please highlight those in your cover letter.

### MANDATORY REQUIREMENTS

The successful candidate should have:

- Direct sales experience - not specific, but preferable, to advertising.
- Superior communication and presentation skills.
- Ability to work independently and within a team.
- "Hunter" instinct that prefers pure commission work for higher income potential.
- Undergraduate Degree preferred; preferably in a business-related discipline.

### APPLICATIONS

Send your resume and cover letter to [careers@andstones.ca](mailto:careers@andstones.ca)

Please include requested compensation structure and anything else you may feel valuable.

**Only selected candidates will be notified so please do not contact us as we will contact you.**

### TIMELINE

This position is posted until filled.