



NABS (National Advertising Benevolence Society) is a Canadian trade charity supporting individuals in the Advertising and Media industry since 1983. Our programs are focused on three key areas: career, financial and wellness support. NABS is entirely funded by the private sector, through the generosity of its donors and media partners. Our largest annual fundraising initiative, the NABS Media Sale, provides advertisers the opportunity to purchase donated media with all proceeds going back to NABS.

NABS is currently recruiting a **Director, Media Sale, BEC**.

Reporting to the Managing Director, this Montreal-based position requires a driven salesperson who can open doors and deliver results. The successful candidate will be a bi-lingual, high energy, creative, and innovative person with a proven track record of driving revenue and building creative business opportunities.

Core Responsibilities:

- Secure donations from Quebec based media companies including Broadcast, Digital, Out of Home and Print.
- Market/sell all media packages to potential buyers through agency presentations, key insight meetings, and pipeline management.
- Collaborate with National Media Sale Director to develop media sales strategy.
- Collaborate with National Communications Team to create sales materials and client presentations.
- Collaborate with NABS Operations team to manage traffic and billings.
- Contribute to brainstorming sessions at internal weekly status meetings.
- Provide exemplary customer service.
- Maintain superior industry knowledge relating to trends, platforms, opportunities and relationship management

Skills & Experience:

- 5+ years of broadcast media sales experience
- Established Quebec-based industry relationships on both client and agency side
- Fully bilingual, exceptional oral and written French and English language skills
- Experience with digital sales and/or broadcast buying is an asset
- Solid results in achieving revenue goals
- Ability to conceive and implement unique and creative sales approaches
- Outstanding communication and presentation skills
- Strong organizational skills and ability to meet deadlines
- Compassionate, empathetic individual who shares a passion for the NABS' cause
- Diploma/degree, post-grad certification in Media or Advertising an asset

KEY INFORMATION

- Competitive Compensation package
- Contract Position
- Position start date - January 1st 2025

DIVERSITY, EQUITY, INCLUSION AND BELONGING STATEMENT

NABS is an equal-opportunity employer, and we are committed to creating an inclusive workplace that allows all of our people to reach their full potential. Our team has a genuine passion for our cause which is the key to our success. We welcome all qualified candidates to apply. However, only those applicants selected for an interview will be contacted.

Please submit your resume, with cover letter, to:

Rosetta Heckhausen

Managing Director

NABS-BEC

rheckhausen@nabs.org