

# Marketing Sales Executive

## Job Description

The Edge, A Leader's Magazine is seeking a dynamic and results-driven Marketing Sales Executive to join our team. This role will play a crucial part in driving business growth by identifying new sales opportunities, promoting our marketing services, and fostering lasting relationships with clients.

## Key Responsibilities:

- Identify and prospect new clients through research, networking, and outbound sales activities.
- Establish and maintain long-term relationships with new and existing clients.
- Understand clients' needs and tailor solutions that align with their marketing goals.
- Collaborate with the marketing team to design and implement marketing strategies to attract potential clients.
- Present marketing services to prospective clients through meetings, calls, and presentations.
- Prepare customized proposals and sales materials that speak to the unique needs of each client.
- Negotiate contracts and close sales to meet or exceed sales targets.
- Attend internal meetings to discuss strategy, goals, and project progress.
- Attend industry events to build networks, increase brand visibility, and generate sales leads.

## Qualifications & Skills:

Have at least three (3) years of experience in a marketing sale

Proficiency in MS Office Suite (Word, Excel, PowerPoint, Outlook, HubSpot)

This role offers an exciting opportunity to contribute to a dynamic media company while taking on leadership responsibilities. We encourage you to apply if you are results-driven and able to thrive in a fast-paced environment.

**Job Types:** Full-time, Permanent

- **Salary:** \$21.57 hourly (plus applicable commissions)
- **Office location:** 250 Consumers Road; Victoria Park & Sheppard Ave.
- **Schedule:** 9:00 am to 5:00 pm; Monday to Friday

**To apply:**

Email us at [Careers@theedgeleaders.com](mailto:Careers@theedgeleaders.com)