



Wanted:

Dynamic, self-motivated, unflappable internet enthusiast, with a passion for building partnerships and teams, and a knack for driving revenue

Hiring only the best and the brightest,

Olive Media is one of Canada's leading sales organizations representing some of the top online brands in market as well as offering one of the most reputable direct response solutions in Canada. If you have what it takes to help drive our business to even greater success, we want you!

Position available: Manager, Publisher Relations

The ideal candidate is an experienced people manager with highly honed sales skills and the ability to lead and motivate a team of dynamic internet professionals. This position reports directly to the Director, Audience. If you are an individual that consistently exceeds expectations, forward your resume to careers@olivemedia.ca

THE JOB IN A NUTSHELL:

In this role you will be accountable for building and maintaining strong, healthy relationships with Olive Media publishing partners as well as maximizing site revenue.

- Manage a team of 8 direct reports with responsibilities for site revenue targets and site and category expertise
- Develop and manage value-added relationships with publishers ensuring their ongoing satisfaction with Olive
- Work with various business units to solve business issues, coordinate efforts, and increase sales
- Set clear goals and expectations for team growth and development
- Work closely with Sales Managers to identify sales needs and ensure compelling collateral to meet those needs exists
- Effectively and regularly communicate successes and challenges to Director and executive team

SUCCESS LOOKS LIKE:

- Strong, healthy long-term relationships with publishers
- Site revenue targets achieved
- A comprehensive, dynamic library of site and category collateral
- A team of responsive, motivated internet professionals
- A strong, supportive and collaborative team environment

ABOUT YOU:

- Must have 5 years related experience in online media with a deep understanding of the online sales process
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- Excellent communication skills – verbal, written and listening
- Unflappable with strong problem solving abilities
- Highly organized and able to juggle competing priorities
- Strong ability to inspire, motivate and lead a team
- Proven ability to build strong, deep relationships with a focus on creating win-win scenarios
- Strong PPT and deck-building skills
- Fluent in French and English
- Strong sales acumen having worked in sales or sales support roles
- Customer service oriented

STUFF THAT'S NOT ON A RESUME:

- Upbeat, energetic, "can-do" attitude
- An enthusiastic contributor with a passion for excellence
- Mature, honest, hard working with a sense of humour
- Fearless, driven yet patient
- A believer in Internet media, where it is today and where it is going

About Olive Media – www.olivemedia.ca

Olive Media is one of Canada's leading online advertising networks and has the ability to reach 16.1 million unique Canadian visitors monthly on its network of top-tier sites. Olive Media offers Canadian media buyers a one-stop shop for highly-engaged online Canadian audiences across premium Canadian and U.S. content channels, including CNET.com, ArtistDirect.com, thestar.com, toronto.com, cyberpresse.ca and teteslaques.tv. Olive Brand Response, an Olive Media product, offers advertisers the opportunity to run performance-related campaigns on over 2000 Canadian and U.S. websites. Olive Media is a partnership between Torstar Digital and Gesca Digital.

About Torstar Digital: <http://www.torstardigital.com>

Torstar Digital's mission is to deliver technology and strategic leadership to its online-only properties, create winning online businesses that can leverage Torstar Corporation's wealth of media assets and assist in online enabling of Torstar Corporation's existing portfolio of print businesses. Torstar's current portfolio of leading digital properties includes thestar.com, toronto.com, workopolis.com, Olive Media and a variety of regional sites.

About Gesca Digital

Gesca Digital and its subsidiaries, operate several Internet sites (cyberpresse.ca, LaPresseAffaires.com, Technaute.com, MonToit.ca and MonVolant.ca) also own an interest in Olive Media, fifty percent interest in Workopolis, Canada's leading provider of Internet recruiting and job search solutions. Gesca Digital is a division of Gesca Ltd, a media group and a wholly owned subsidiary of Power Corporation of Canada (TSE: POW).

Also please visit Torstar Digital on [Facebook](#)
