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VOTRE STATION DE RADIO COMMUNAUTAIRE | YOUR COMMUNITY RADIO STATION

## **Sales Lead**

CIMA (Centre for Independent Media & the Arts/Centre pour les Arts et Medias independents) is a not for profit social enterprise that offers multimedia promotions, civic media training, houses an FM station and a podcast network! We are a bilingual organization that prioritizes under-represented voices and communities. Our core values are leadership, integrity, community, diversity, culture and access. Across our organization, we're building a workplace where collaboration is essential, diverse voices are heard, and inclusion is the key to our success.

## **Summary of the Role**

We are looking for an enthusiastic, nimble leader who can maintain and grow our current Advertising Department. You will work with a small but dynamic team to generate revenues to support the good work we do in the community!

You will develop and implement creative advertising solutions using multiple platforms. With the team, you will set and work towards sales goals, create monthly sales reports and be instrumental in achieving our strategic goals.

## **Skills & Experience**

- Radio/Media Sales experience
- Project Management
- Highly organized
- Excellent communication skills
- Social Media management experience
- Bilingual (French/English)

## **SPECIAL WORKING CONDITIONS**

The Sales Lead works partially from the CIMA-CMAI offices, partially from home and partially on the road. This position is unique within the station as the person needs to meet clients in their place of business, meet clients at their convenience which may be at times outside of "normal office hours" and continually network at any given opportunity to do so. Calls of a confidential nature need to be done from a private and quiet location, which is usually the incumbent's home.

**This is a full time position with a base salary + commission and incentives. We offer a comprehensive Benefits plan.**

**Please submit your letter of interest and your CV to Erin at [manager@chuo.fm](mailto:manager@chuo.fm) by SEPTEMBER 24 2021.**