



300 - 7071 Bayers Rd, Halifax, NS B3L 2C2

Seeking Motivated Business Development Representatives

Focus Media Group has built an impressive reputation in the media industry and has come to be one of the most respected publishing partners in its category. We work with innovative and growing organizations to develop and help promote their story. We currently publish two monthly magazines, both in print and digital, on industries ranging from construction, to healthcare, to food and beverage, etc. As we continue to grow rapidly, there is a need for a Business Development Representative, who can grow with the company and expand on their customer base.

Responsibilities:

Conduct market research on your territory. Build long-term strategic media partnerships. Conduct calls with potential clients. Track calls through our CRM software.

This is an inside sales role, requiring someone who is competitive, eager to learn, organized, pays great attention to detail, engaging, and works as a team player. As extensive in-house training, will be provided, in addition to ongoing mentorship by the partners themselves, sales experience is preferred; however, not required. The Business Development Representative will need to be research savvy and able to navigate through various search engines such as Google, and any other web-based means of identifying target customers. In this role, you will need to be highly self-motivated, goal oriented, confident, and enthusiastic. If you possess and apply these qualities, the sky is the limit!

Focus Media Group strongly promotes a rich workplace culture, believing that great work is generated from happy employees. A job well done does not go unnoticed and is rewarded in various ways, from company outings to fun sales competitions.

If you would like to hear more about this exciting opportunity, we look forward to hearing from you.

How to Apply

Email cover letter and resume to adam.cameron@fmgpublishing.com