

Account Executive

Date: Jan 12, 2022

Position: Permanent, Full-Time

Salary from: \$70,000

Location: Winnipeg, MB, Canada

Remote Work: We're Flexible

Our Agency

AdEasy Inc. is a digital marketing company that specializes in the development and management of online advertising campaigns for traditional businesses. Our head office is located in Winnipeg, Manitoba, Canada, in the historic Exchange District.

About the Role

As an Account Executive at AdEasy, you will be in charge of driving in new business through both inbound leads and outreach. It is essential you be a good listener who is able to offer our clients sound advice about our services and to communicate your learnings back to our team so we can continually meet and exceed our customers' expectations.

Primary Responsibilities

New Business Development

As an AdEasy Account Executive, you will help grow the agency by sourcing new clients, maintaining current client relationships, and developing new sales plans and goals. A driven sales personality and being unafraid to cold call businesses is essential for succeeding in this role.

What We're Looking For

We're looking for people that have industry experience. Who are able to join our team and manage and grow their client portfolio. Our minimum requirements for this role are as follows:

- *Industry Experience* - Minimum 3 years in sales, digital marketing preferred
- *Education* - High School Diploma or equivalent
- *Proven Track Record* - Sales and customer service
- *Digital Savvy* - You understand the major search and social networks and how to grow our clients' business online.
- *Dedication* - You're driven to be exceptional at funnelling new clients into the pipeline and client management
- *An Open, Active Mind* - Eagerness to learn new tactics and processes
- *Organized* - Ability to prioritize and manage multiple clients; acute attention to detail
- *Poise* - Confidence to talk to clients in any situation
- *Understanding* - Care for our client partners' needs and goals
- *Team Player* - We work hard around here, but we also find time to actively decompress and have fun together

Why Work At AdEasy?

Unleash Your Creative Side

AdEasy is a digital marketing agency that prides itself on its collaborative, fun environment for employees. Our team gets sh!t done but we also have a blast with our Monday team morning breakfasts, Friday hangouts after work, and the many internal events that are planned throughout the year.

We Want You To Succeed

Employee development is also very important in the agency and the team regularly attends (now virtual) conferences, watches interesting educational courses, and learns new platforms and software all together. We want to build you up to be the best Account Executive you can be and to make you say, "Wow, I've learned so much since becoming a part of the AdEasy team. I feel super smart. Woo!"

We're Changing The Industry

We want to be the agency that stands by what we believe in, like transparency. It's why our prices are on our website, it's why we have honest conversations whether things are going well or not as expected. We want to make online advertising accessible for brands of all sizes.

Some of the companies that trust AdEasy:



Why It's Better Here

- Competitive salary
- Custom development roadmap
- Fun company events
- Extended health care
- Dental care
- Vision care
- Paid time off
- We have really good snacks

Hey, This Sounds Perfect for Me!

Ready to join the AdEasy team? Not gonna lie, we're pretty awesome. And just wait 'til you see our beautiful office. Apply here: [AdEasy Job Application Survey](#)

Not the right position for you? Have a look at some of the other spots we're currently hiring for (and tell your friends): adeasy.com/category/careers