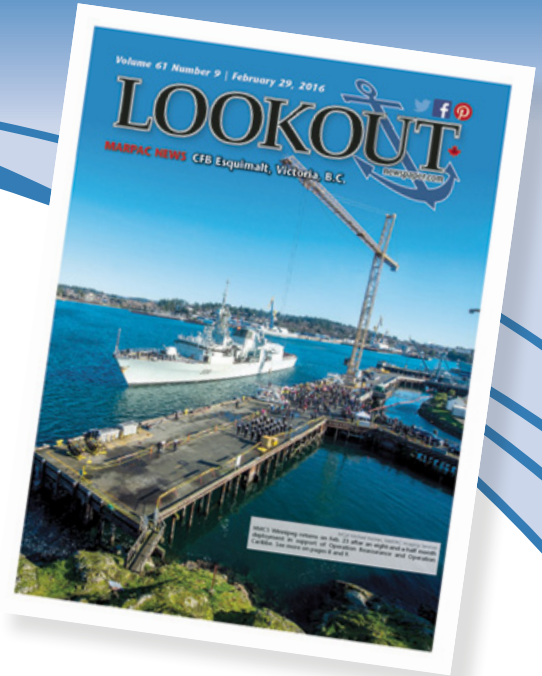




# Careers

## Join our dynamic team

The **CFB Esquimalt Lookout Newspaper** is an award winning weekly paper targeting military members, their families, civilian employees and Veterans.



### Advertising Sales Representative

#### Description:

CFB Esquimalt's newspaper Lookout is a growing and dynamic operation in Victoria, B.C. We are searching for an energetic, articulate and driven person to join our sales team. This individual will be focused on trade show and ad sales (print, social media and coming soon, digital).

Do you have advertising sales experience?

Do you have a proven sales record?

Are you passionate about providing exceptional client service?

Are you looking to be part of an exceptional team and strong culture?

If yes is your answer, then we'd like YOU on our sales team.

#### Responsibilities:

Sell local base-specific ads into the newspaper and recreation guides, and national ad campaigns into 17 base newspapers; sell booths for two dynamic trade shows hosted on the base each year; sell our upcoming social media and electronic screens;

Develop strategies to grow existing business and develop a pipeline of new opportunities;

Maintain accurate client and related data base;

Manage sales meetings with existing clients/agencies and potential clients/agencies; and

Collaborate with sales team and other departments as required.

Qualifications:

Advertising sales experience

Self-starter

Proven success in prior sales

Tech savvy with solid PC and software skills

Excellent verbal and written communication skills

Ability to build and maintain solid client relationships

Solid presentation and negotiation skills

Self-starter with an entrepreneurial spirit

Team player

Solid organizational skills

Detail orientated

#### Salary:

Commission-based only, percentages negotiated

If you are interested in this position please send your resume and cover letter via email to [melissa.atkinson@forces.gc.ca](mailto:melissa.atkinson@forces.gc.ca) or fax (250) 363-3015.

**Distributed  
every Monday**

#### DEADLINES:

Booking - Tuesday Noon

Artwork - Wednesday Noon

