

## **ACCOUNT MANAGERS / BUSINESS AMBASSADORS**

Arabella – Canadian Art, Architecture & Design

GTA & Southern Ontario

August 2011

ARABELLA magazine presents the story of Canada, its past, present and future, as reflected in its art, architecture, design, people, businesses and life styles. Our goal is to serve the reading interests of Canadians who have a passion for transforming the ordinary into the extraordinary. Each quarterly issue presents original, in-depth editorial on the best of Canadian contemporary and historical fine art; galleries to visit; artists to collect; architecture and living spaces; unique stores to visit; business and personal life style profiles, landscaping and interior design; luxury properties for sale; unique travel destinations; and food and wine to savour. ARABELLA magazine is distributed throughout Canada and the United States at all major bookstores, including Chapters, Indigo, Barnes & Noble, Books-a-Million, Atlantic Newstands, Brittons, Whole Foods and Multimags as well as a subscription list that is growing daily. As well we are available digitally through the Apple iTunes Store. In brief, we present reading as art; a sumptuous journey! At 350 pages and more than 480,000 readers per issue, ARABELLA provides a totally unique, one-of-a-kind positioning vehicle unmatched by any other specialty publication.

### **OUR BUSINESS CHALLENGE:**

Currently into our fourth year, ARABELLA has a significant track record of selling products for our advertising clients and increasing their brand awareness. Our success now requires us to add to our sales team in order to make the most of our growing market presence. We're a highly entrepreneurial business and we are looking for like-minded individuals. To date our success lies in establishing president-to-president and owner-to-owner relationships. We are therefore looking for Account Managers who can represent and sell to senior business leaders that wish to have access to a high net worth readership base. If you believe this kind of role draws on your strengths we invite you to apply.

### **PRIMARY FUNCTION:**

Work collaboratively with the company executive team to sell Print, Digital and Online advertising solutions to art galleries, arts and cultural organizations and high end luxury retail businesses within a defined territory.

### **RESPONSIBILITIES:**

- Actively prospect for and develop new business opportunities and practice strategic account management to build strong, long term relationships
- Engage and maintain a significant profile in the arts and cultural sectors and luxury industries
- Prepare and execute monthly, quarterly and annual plans
- Sell other extensions of the brand as needed

### **QUALIFICATIONS:**

- A proven history of strategic account development and achieving sales targets
- Energetic, self motivated, enthusiastic and tenacious within a deadline - oriented environment
- Respectful of procedures and policies and able to work as a member of a small team

- Above-average knowledge of the field of arts, culture and luxury lifestyle products is preferred
- Minimum 2 years of sales experience, preferably in advertising sales – print/digital
- Ability to travel throughout the assigned territory as needed and attend weekend or evening trade events
- A personal connection to our arts, culture and luxury brand lifestyle is an asset.

Interested candidates are requested to forward their resume to [careers@arabelladesign.com](mailto:careers@arabelladesign.com).

We will contact all qualified applicants. Thank you in advance for your interest in working with us.