

NATIONAL ACCOUNTS MANAGER

Build meaningful partnerships. Sell ideas with impact.

COMPANY	Moongate Publishing	LOCATION	Remote within Canada
EMPLOYMENT TYPE	Independent Contract	COMPENSATION	Attractive, uncapped commissions

ABOUT MOONGATE

Moongate Publishing is an audience-first media, publishing and content company with decades of experience helping organizations connect with customers through meaningful storytelling. We develop integrated marketing and communications programs across print, digital, social media, newsletters, branded content, custom publishing, video, podcasts and emerging media platforms.

As the publisher of the iconic Canadian brand Harrowsmith magazine, Moongate has extensive knowledge of the audiences and businesses connected to home, gardening, food, farming, sustainability, nature, travel, community and healthy living.

JOB OVERVIEW:

You are an experienced sales professional who brings energy, confidence and strategic thinking to every client conversation. The ideal candidate will have:

- A successful track record in media, advertising, sponsorship, publishing, content marketing or integrated marketing sales.
- A strong understanding of print, digital, social, video, podcast, newsletter and branded-content.
- The ability to uncover a client's business needs and translate them into creative solutions.
- You must have strong prospecting, presentation, negotiation and closing skills.
- An established network of Canadian business, agency or marketing contacts.
- Experience working with brands in one or more of the categories mentioned.
- Excellent written and verbal communication skills.
- A collaborative approach and the ability to work effectively with editorial, creative and production teams.
- An appreciation for high-quality storytelling and audience-first marketing.
- The ability to think beyond the traditional media sale and recognize larger partnership opportunities.

This is an ideal opportunity for an accomplished sales and marketing professional who understands how to diversify beyond selling individual placements and develop thoughtful, integrated solutions that address a client's marketing objectives.

The successful candidate will pursue businesses, brands, associations and organizations whose products, services and values align with these categories:

- | | |
|--|--|
| • Home, renovation and DIY | • Gardening, agriculture and farming |
| • Food, beverage and culinary experiences, cookbooks | • Sustainability and responsible living |
| • Nature, outdoor recreation and adventure | • Travel and tourism |
| • Health and wellness | • Retail and consumer products |
| | • Community, culture and the environment |

WHY WORK WITH MOONGATE?

This opportunity provides an experienced salesperson with the flexibility to work remotely.

You will have the opportunity to:

- Work from anywhere in Canada and pursue both regional and national business.
- Sell across multiple media platforms and develop customized, high-value programs.
- Work with a highly skilled, award-winning editorial, creative and production team.
- Build recurring revenue through long-term client partnerships.

COMPENSATION

This is a commission-based independent contract position offering an attractive and uncapped commission structure. There is no fixed ceiling on earning potential; compensation is tied directly to eligible new business developed and successfully closed, in accordance with the terms of the contractor agreement.

HOW TO APPLY

Please send your résumé and a brief introduction outlining your sales and marketing experience, relevant industry relationships and the types of accounts you would be well positioned to pursue.

Email: yolanda@moongate.ca

Subject line: National Accounts Manager – Application

Moongate.
Your Storytelling Partner.