



EDUCATION

Songwriting Instruction for All Levels

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Toronto Songwriting School

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EMPLOYMENT

DDH Audio is seeking experienced independent reps in Central and Western Canada for the K-array product range.

Please reply to: daniel@ddhaudio.com

Independent Sales Representatives – North45 Distribution (Ontario, Quebec and West Coast)

North45 Distribution is a leading Canadian distributor of professional and commercial audio equipment. To learn more about North45 Distribution, please visit our website at www.north45distribution.com.

We are currently seeking talented, resourceful, confident candidates to join our team as independent Sales Representatives for our North45 Distribution Sales Division, for the territories of Ontario, Quebec and West Coast. Our market caters to all audio contractors, integrators, live sound providers and wholesalers.

The successful candidates will be responsible for growing the North45 Distribution portfolio within the prescribed territory by contacting prospective customers and strengthening relationships with existing clients.

Specific responsibilities will include, but are not limited to:

- Servicing existing accounts by maintaining inventory levels, performing staff training seminars, merchandising goods, and coordinating store promotions as needed
- Calling on prospective and existing customers
- Following up with new/existing customers, leads, and opportunities
- Maintaining up-to-date knowledge of products and ensuring customers are informed of current and new products
- Attending trade shows, educational seminars, and sales meetings, as required

- Completing administrative tasks in a timely manner, including weekly activity reports
- Providing excellent customer service and developing strong customer relationships
- Actively participating in weekly conference calls and sales meetings to improve sales efficiency and success
- Achievement of sales objectives

Requirements:

- Knowledge of territory and dealers would be an asset
- Valid driver's license and reliable transportation required, and must be able to travel regularly to customers located throughout the prescribed territory of Ontario, Quebec, or West Coast
- Able to work with all client levels, including dealers, end-users, consultants, etc.
- Self-motivated, self-starter who is well organized and enjoys a challenge
- Strong commitment to customer service
- Can handle difficult situations with diplomacy and tact
- Has a hunger to grow and succeed
- Demonstrated ability of working closely with management to ensure achievement of sales objectives
- Proficiency with Microsoft Office applications
- Exceptional verbal, written, and presentation skills
- Engaging, personable, and confident
- Demonstrated ability to work in a fast-paced, dynamic environment
- Demonstrated ability to work autonomously with minimal supervision

Please send resume to:
info@north45distribution.com

OPPORTUNITIES

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Mark Schulman has performed for more than a billion people in his 27-year career as the drummer for some of the greatest musical artists in history, including Pink, Foreigner, Cher, Billy Idol, Stevie Nicks, Simple Minds, Beyoncé, Tina Turner, Velvet Revolver, Dave Koz, and many more.

In *Conquering Life's Stage Fright*, Mark reveals three core concepts, entertaining stories, and exercises that you can immediately employ to transform anxieties related to any type of presentation, communication, or performance into a confident world-class performance.

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SERVICES

MyTone Records Ltd. is pleased to announce the acquisition of **Viking Shield Recording**, a music studio that offers engineering and production services.

MyTone Records is a Vancouver-based record label formed in 2017 by Dan Foslien, Travis Skjold, and Katt Shield. We manage all aspects of our artists' careers, including songwriting, recording, engineering, production, touring, brand partnerships, merchandise, endorsements, television, and publicity. We are always looking for new talent. www.MyToneRecords.com

WEBSITES

www.musicbooksplus.com – Features over 14,000 products including books, instructional DVDs, CD-ROMs, software. Some of the areas covered are: Music Business, Songwriting, Publishing, Recording, Audio Production, Instrument Technique, Voice Training, Internet Promotion ... and much more. Secured online ordering, 30-day guarantee, free electronic newsletter, monthly specials, worldwide shipping, Gift Certificates.