

Telesales Consultant

Australian Community Media • Tamworth NSW 2340



Base pay
\$0 - \$0



Work type
Full time



Contract type
Not provided

Job details



Date posted
08 Jun 2022



Expired On
07 Jul 2022



Category
Admin & Office Support



Occupation
Sales Administrator



Base pay
\$0 - \$0



Work type
Full time



Job mode
Permanent

Full job description

- Are you a results-driven person with a focus on sales and customer service, who is able to sell over the phone?
- Do you understand the importance of digital media as part of an integrated advertising campaign?
- Do you love a challenge and embrace change as an opportunity?

A permanent position at our Newcastle office has become available for a self-motivated Telesales Consultant.

We are looking for someone with the initiative to be able to listen to your customers and provide them with a tailored multi media advertising solution that fits within our portfolio.

About us:

Australian Community Media incorporating mastheads such as Newcastle Herald, Northern Daily Leader and Armidale Express to mention a few.

ACM is a leader in providing multi-media advertising solutions to the local business communities across print, online, mobile and search platforms.

We're an experienced and passionate team who connect advertisers to our audiences, through great ideas and innovative solutions, delivering powerful results.

We offer the right person a base salary and the ability to earn commission.

About you:

- You will be a born people person with previous telephone sales experience.
- You will effectively manage, grow and seek new opportunities to add to our customer base across our various platforms.
- Have Strong time management and attention to detail.
- Experience in successfully achieving sales targets/KPIs.

- Display a genuine interest in self learning.

What we expect from you everyday:

- Engage with our existing customers to ensure that we keep and grow their business.
- Develop new leads by cold calling and developing your own sales pipeline, through good customer relationships Identify new revenue generating opportunities across the New England and extended markets.
- Work to achieve revenue targets and meet the business expectations and deadlines.
- Keeping up to date with industry trends and developments.

If you take pride in your work, have a great work ethic and are ready for your next exciting career move, connect with us today! We will give your application the attention it deserves and you will hear from us either way!

Australian Community Media embraces all aspects of diversity & inclusion and is committed to creating a workplace which reflects the incredibly diverse customers, audiences and communities we serve.

Disclaimer:

Applications will only be considered from candidates with the right to work in Australia. We do not accept unsolicited agency resumes. We are not responsible for any fees related to unsolicited resumes.