

Media Sales Consultant

Australian Community Media • Tamworth NSW 2340



Base pay
\$0 - \$0



Work type
Full time



Contract type
Permanent

Perks

CAREER DEVELOPMENT

Skills

SALES

PRESENTATION SKILLS

SALES CONSULTANT

BUSINESS DEVELOPMENT

SALES INCENTIVE

SALES MANAGER

SALES REVENUE

Full job description

What's in it for you?

- Competitive base salary.
- Attractive sales incentive scheme.
- Career development and progression opportunities.
- A High Performance team culture that promotes openness and collaboration.

About the role

A fantastic permanent full-time opportunity is now available to join us as a Media Sales Consultant at The Northern Daily Leader.

The role will be digital first, focusing on digital and print media sales with an exciting mix of key accounts as well as new business and cold calling. This role requires meticulous account management and exemplary customer service

Job details



Date posted
31 May 2022



Expired On
30 Jun 2022



Category
Admin & Office Support



Occupation
Sales Administrator



Base pay
\$0 - \$0



Contract type
Permanent



Work type
Full time



Job mode
Standard business hours



Work Authorisation
**AUSTRALIAN CITIZEN /
PERMANENT RESIDENT**

skills.

Australian Community Media (ACM) is Australia's largest and most diversified private media business. We have been bringing news to our rural and regional communities for more than 150 years.

Our network of more than 142 leading news media brands such as The Canberra Times, Newcastle Herald, The Land, Queensland Country Life, Northern Rivers Review and the Northern Daily Leader. More recently, ACM and Real Estate View have formed a joint venture to build a market-leading, multi-faceted property media and data business. This is an exciting time to join ACM.

Reporting to the Local Sales Manager this is an exciting role and is fundamental in executing the progressive growth sales strategy. The role is predominantly based on servicing our existing customers and with a strong focus on new business development throughout the designated region.

Responsibilities:

- Exceed digital and print sales revenue targets within the territory.
- Manage a customer portfolio of key accounts, providing clients with progress updates for their campaigns and provide recommendations for improvement.
- Provide exceptional customer service across all touch points using excellent verbal and communication skills.
- Manage time effectively and adapt well to change. In our ever evolving industry it is important to have a 'can do' attitude and be able to lead customers and colleagues through change.
- Attend sales calls both in person or via Google hangout, as required by management.

Skills and Experience:

- Sales excellence with experience working to targets.
- Strong digital marketing knowledge across SEM, SEO, Social, and display advertising
- Experience in B2B customer facing roles liaising with both SMEs and large organisations.
- Strong communication capabilities, with the ability to build rapport at all levels.
- Excellent presentation skills.

Apply

We embrace all aspects of diversity and inclusion and are committed to creating a workplace, which reflects the incredibly diverse customers, audiences and communities we serve.

If you are seeking the security of being part of the Australian Community Media team, please apply now!

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.