

Part-time advertising sales/business development manager

New Adelaide Hills' publication seeks experienced advertising sales person to join small team part-time to manage advertising sales and business development.

So, who are we looking for?

It is important that we find the right fit.

The person we're seeking loves to sell advertising, is passionate about the Adelaide Hills and has an interest in the media.

They love to build strong networks, and will be keen to educate and excite clients about their brands and advertising, and most importantly can close a deal.

What's in it for you?

Our team. You'd be working with a small group of people who genuinely care and will give you help when you need it.

Work/life balance. We understand the importance of life outside the workplace and we're creating an environment that allows for ultimate flexibility.

It is envisaged that this role will work on average 2 to 3 days a week with flexible hours. However due to the nature of publishing there will be busy weeks and not so busy weeks depending on print deadlines etc.

The stuff you're made of...

You take the initiative to call and ask questions, rather than spend time caught up in research. After all, you'll be calling and visiting clients for the most part of the job.

You have the ability to self-manage and work autonomously.

You're target driven and have the eagerness to succeed.

You have outstanding customer service skills, possess strong verbal and written communication skills and do not fear meeting new people.

You're comfortable discussing marketing and advertising opportunities, are

extremely familiar with the Adelaide Hills region and have sales rep experience.

You have proven sales performance with face-to-face sales experience as a sales representative preferably selling advertising for print media.

All in a week's work...

Call on and meet with business owners, managers and marketing people from a wide range of local businesses to offer them advertising and promotional opportunities in a new Adelaide Hills publication.

You will be spending up to 90% of your time on the road meeting with clients and sourcing new business and will be working independently.

Develop and maintain client relationships.

Liaise with publication manager and design team and also with clients on advertising artwork.

Obviously this is a position that works to deadlines, so you will be highly organised and able to keep your calm under pressure.

Deliver consistently outstanding customer service.

Be eyes and ears in the region for sales and promotional opportunities for the publication as well as an editorial 'news-hound'.

We're offering...

A part-time position or part-time subcontractor for a \$28,000 retainer (to include expenses) per year plus commission above the set sales targets - we believe in rewarding hard work as you achieve your goals!

Opportunity to work from home and on the road with flexible working hours.

Applications:

Please send applications with a covering letter to Mikyla Gilbert, Adelaide Hills Marketing via email mikylagilbert@internode.on.net ASAP