



An opportunity to join
Australia's leading
radio broadcaster.

Account Manager – Direct Sales

- **Come join the team at SAFM and Triple M**
- **Outstanding career growth opportunity**
- **Vibrant and dynamic work environment**

Austereo, one of Australia's most innovative and exciting entertainment based media companies, is looking for a highly talented, enthusiastic and motivated professional to join its **Direct Sales** team in **Adelaide**.

Working within a high-calibre team, this B2B sales role involves a good mix of servicing existing clients and developing new accounts. In your pursuit of new business in the Adelaide market, you will be out in the field talking to potential clients and offering innovative and customer-focused advertising solutions encompassing radio, online and other multimedia platforms.

Being a commercially-minded high performer, your ability to build strong relationships with key stakeholders and influence buy-in will ensure that you leverage all possible revenue opportunities to meet your monthly targets.

As the successful candidate, you will possess:

- An extensive professional sales background spanning at least 3 years, **preferably with direct media sales experience**
- Demonstrated past successes in business development and B2B sales
- The ability to create compelling sales pitches for our outstanding brands
- Exceptional communication and presentation skills, coupled by a natural ability to deal with people at all levels
- Excellent time management and multi-tasking skills
- A passion for the media industry

You will be enthusiastic, highly ambitious and share the team's commitment to optimising sales, meeting budget and earning a healthy commission.

In return, Austereo will provide you with an outstanding remuneration package and incentives scheme, a vibrant work culture, industry-leading training and real opportunities for further career growth and development.

Are you interested? Do you fit the bill? Then please send your résumé and a brief cover letter (with salary expectations) to careers@austereo.com.au quoting 017-10 in the subject line. We look forward to receiving your application.

Applications close: Wednesday, 10 March 2010.

Learn more at austereo.com.au