



An opportunity to join Australia's leading radio broadcaster.



Account Managers – Direct Sales

- **Two positions available!!!**
- **Great base salary plus allowances and uncapped incentives**
- **Lots of training and development opportunities**
- **Dynamic and highly supportive work environment**

Due to a sustained period of growth and success, AUSTEREO - one of Australia's most innovative and exciting entertainment-based media companies, is looking for two enthusiastic and highly motivated professionals to join its Direct Sales team in Adelaide.

In this B2B role, will be responsible for the creation of new accounts and the growth of these relationships. In your relentless pursuit of new business in the Adelaide market, you'll be busy out in the field, talking to potential clients and offering them innovative and customer-focused advertising solutions that encompass radio, digital and other media platforms.

As a commercially-minded high performer, your ability to build strong relationships with key stakeholders and influence buy-in will see you leveraging all possible revenue opportunities and meeting/exceeding your monthly targets.

Make no mistake, we're looking for WINNERS! As the successful candidate, you'll have:

- A proven sales record in business solutions with any experience within the entertainment and media sector being highly advantageous.
- The ability to create compelling sales pitches for our iconic brands
- First-class negotiation and presentation skills
- Exceptional communication skills with an ability to deal with people at all levels
- Excellent time management and multi-tasking skills
- A passion for the media industry

In return, we'll provide you with a generous remuneration package that's designed to ensure you earn what you're worth! We offer a vibrant work culture and the industry's finest training and resources. On top of all this, we have a long history of promoting from within!

Are you interested in this fantastic opportunity to work alongside some of the best people in media sales? If so, please send your résumé and a brief cover letter (with salary expectations) to careers@austereo.com.au quoting 014-11 in the subject line ("Internal 014-11" if you are a current employee). We look forward to receiving your application.

Applications close: Friday, 11 February 2011. We reserve the right to commence recruitment activities prior to the stated closing date.