



An opportunity to join
Australia's leading
radio broadcaster.

Group Sales Manager – Agency Network Sales

- Outstanding leadership role in media sales
- Develop a team of Account Managers and Coordinators
- 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 **Group Sales Manager** to join its **Agency Network Sales** team in **Melbourne**.

This is a fantastic opportunity for a seasoned and results-driven sales management professional who is excited about the prospect of leading and developing a team of talented Account Managers and Coordinators. You are passionate about being out in the field, coaching, mentoring and bringing out the best in your people.

In this key leadership role, you will provide your team with a clear vision and sense of direction. You will inspire high levels of performance and be able to formulate and implement plans and strategies to ensure goals are achieved.

Being commercially-minded and business-oriented, your ability to build relationships and influence major advertising agencies and their clients will be heavily relied upon as you identify and leverage all possible revenue opportunities across radio, online, digital and mobile.

It is **essential** that you possess a proven and successful track record in agency sales. You will have solid experience in **leading and developing teams**, fostering client relationships and influencing people at all levels. You will be able to demonstrate your ability to navigate internal systems and negotiate commercially-beneficial outcomes with senior members of the Content and Integration teams. You will possess sound Microsoft Office skills, a keen eye for detail and exceptional written and verbal communication skills.

In return, Austereo will provide you with an outstanding remuneration package and incentives scheme, a vibrant work culture, industry-leading training and development opportunities, and a highly motivated team that will help you grow your career.

Are you interested? Do you fit the bill? If so, please send your résumé and a brief cover letter (with salary expectations) to careers@austereo.com.au quoting 016-10 in the subject line. We look forward to receiving your application.

Applications close: Wednesday, 10 March 2010.

Learn more at austereo.com.au