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KEY ACCOUNT MANAGER

- **Excellent Territory With Strong Key Accounts**
- **Attractive Salary Package**
- **Eastern Suburbs**

Established for over 50 years this international concern has emerged as a leader in the distribution of print and online information to universities, government and the corporate sector. It has developed a reputation for innovative service and delivery.

Reporting to the Sales Manager you will be responsible for developing and enhancing relationships in an established client base. The primary objective of the role is to build strong, genuine and long term partnerships with clients identifying needs and presenting value added solutions including market intelligence. This role also has input to strategic sales and marketing campaigns.

As an experienced Key Account Manager, you will be highly recognised for your relationship and consultative solution selling skills and your ability to gain respect and credibility. A proactive approach to problem solving and business generation is essential in this role. Your professional Key Account Management skills are highly transferable to this industry particularly if you are seeking a new challenge. The role will encompass interstate travel and has an attractive salary package including company car and bonus scheme.

To discuss this role in greater detail please contact Jon Vonk on 0439 101 909 (Evenings & Weekends 03 9534 3830). Alternatively, forward your details to jon@vonk.com.au quoting Ref JHJV815.