

SALES EXECUTIVE

- **\$78,000 package**
- **South Melbourne**
- **Leading Sports Advertising Group**



In a little over 4 years Stadia Media has transformed the face of Stadium advertising and Signage in Australia. Key to their success to date has been a highly experienced team of sports and advertising professionals who have worked closely with Sporting Associations, Stadia Operators and Advertisers to implement highly innovative, creative and effective marketing and communication strategies.

This role therefore materialises at an exciting time and as a direct result of an internal promotion. Reporting to the State Sales Manager as to be expected of a role of this nature responsibilities will be varied and wide-ranging but will undoubtedly include:

- Conduct sales presentations to Company clients, advertisers, media agencies and other appropriate groups.
- Develop new business and clients
- Ensure the profile of the Company is maintained in the media industry and in particular with media agencies and advertisers
- Maintain and further develop existing relationships within cricket, AFL, MCG, Telstra Dome, Telstra Stadium, Advertising Agencies and Advertisers

This role will require excellent interpersonal and presentation skills as interaction with executives at all levels can be anticipated. Persistence, fortitude and a structured approach to conducting business are essential in this role.

Applicants will be comfortable challenging the status quo and normal industry convention in maintaining the Company's innovative, creative and professional solutions.

Candidates will presently be operating within the Advertising, Media or Sports Marketing Arena and be keen to develop their careers with an Industry leader.

To discuss this role in greater detail contact Jon Vonk on 0439 101909, (Evenings/Weekends 03 9534 3830) alternatively submit your resume to him in the strictest of confidence jon@vonk.com.au .