

SALES EXECUTIVE

- **\$180,000 base plus super plus uncapped bonus**
- **ASX Listed Business**
- **Melbourne**

From humble origins in the late 1970's this Group has emerged as one of the most trusted and highly respected names in the Australian financial services industry. The Sales and Marketing Function researches, establishes and distributes structured investment products.

The key to their success to date has been a focussed pragmatic and systematic approach to client identification and retention. This role has arisen as a direct result of current and anticipated growth. The Group is looking to recruit a well connected and proven Business Development Executive to distribute product via financial planning networks.

The successful candidate can anticipate the following:

- Developing commercial relationships on behalf of the Group with intermediary distributors
- Develop an increased presence in the broader market place
- Manage designated key account relationships
- Target relationships with Dealer Group research managers to inform and influence product approval
- Prepare and present product presentations

The successful candidate will be a respected individual operating within the Financial Services Industry. The ability to develop relationships with key stakeholders is paramount to the success of this role. This role provides an exceptional opportunity to join a growing business with ambitious goals. More importantly it provides the chance to contribute directly to its continuing success.

To discuss this opportunity in greater detail, please contact Jon Vonk on 0439 101 909 (Evenings /Weekends on 03 9534 3830). Applications can be submitted in the strictest of confidence to jon@vonk.com.au