

MEDIA & MARKETING SALES EXECUTIVE - MELBOURNE

ABOUT THE ROLE

This is a dynamic sales and marketing role in an exciting media, sport and entertainment space. The role includes:

- Representing high-profile media and sporting personalities to Australian businesses.
- Understanding the media market and showcasing credible talent to brands.
- Identify new marketing and campaign opportunities for businesses across both traditional and digital platforms.
- Delivering the highest quality of presentation standards, both written and verbal.
- Understanding when to pull in internal expertise to grow relationships and generate additional revenue.
- Attaining sales budgets by providing accurate revenue forecasting, developing strategies and providing solutions to meet quarterly targets.
- Maintaining accurate and up-to-date records of all contact with your direct clients.
- Building strong, ongoing relationships with customers and internal personnel.
- Being open and passionate to learn and grow to become the best you can be.

PAY RANGE

OTE \$200K to \$260K. Generous base plus commissions and bonuses.

ABOUT YOU

You are a market-leading talent or media sales professional and strive to create true business partnerships with clients and top-tier talent across Australia. You deliver real value for our clients, in turn maximising sales for the company. You enjoy a fun and vibrant work atmosphere yet understand when to put in the hard yards.

Above all, you have a winning entrepreneurial attitude and seek the freedom to be exceptional, that an uncapped earning structure offers. Like us, you are honest, hard-working and do what's right by the client. If you have the desire to hunt, find and help clients achieve greatness, then this is for you.

- Minimum of two years in media sales desirable.
- Retail or customer-focused experience preferred.
- Excellent communications skills both written and verbal.
- Punctual and reliable.
- Be not afraid to knock on doors.

If you want to fly, we won't clip your wings and you'll be rewarded accordingly.

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ABOUT US

Talent Corp is a new generation media and marketing agency that actively aligns brands with trusted media and sports talent for use across a range of commercial activities including Radio, TV, Social, Events and more. We believe that credible ambassadors drive trust in a brand, and that trust drives increased consumer confidence to purchase.

Our Culture:

We have five behaviors that make up our "Culture in Action" which drive how we act every day to create a great place to work:

Aim High - We set big goals and work together to achieve them.

Own It - We take personal responsibility for our actions and have a solutions mindset.

Be Your Best Self - We create the environment we need to thrive.

Make a Difference - We look for every opportunity to improve and make a difference.

Celebrate Success - We celebrate both individual and team successes.

EEO STATEMENT

Talent Corp is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, gender identity, sexual orientation, age, national origin, protected veteran status, disability or any other basis protected by federal, state, or local law.

APPLY

Apply to: Ruth Thompson @ <https://talentcorp.com.au/careers-melb/> or work@talentcorp.com.au