

Australia Jobs Expertini®

Account Partner, Developer Sales

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Company: REA Group

Location: Subiaco

Category: other-general

Develop your career at REA!

Permanent role

Applications close Feb 16th

Position located in Perth

Know someone who would be great for this role and want to land yourself a \$2,000 referral bonus? Check out our [Refer](#) and use the Refer button to submit their details.

You're here because you're interested in taking the next step in your career. Your team knows you are great, but this team might not know you so well. This role reports to Candice Hickmott, National Sales Director, Developer – it wouldn't hurt to reach out to them for a chat to learn more about the position! Prior to applying, please speak with your current manager – it's crucial they are aware of your interest in another role.

Day to day of the job

The Developer team works with property developers, media Agencies, project marketers and project sales teams to promote their projects and new homes through a suite of world class display and classified media products.

Ensure revenue targets are met & exceeded each month, quarter and year

Build relationships with property developers, media agencies, project marketers and project sales teams agencies both online and offline to ensure we are briefed on 'all'

business which fits our audience profile

Identify key prospects and develop sales proposals to meet the advertisers marketing and sales objectives

Meet with key industry influencers keep abreast of competitive offerings deal structures and other emerging trends

Understand prospective client/agencies business (e.g. key staff & org. structures; budgeting cycles; business, marketing and advertising objectives; campaign being planned, their objectives, timing and budgets; develop relationships with key client decision makers)

Understand the local market, including new site launches, initiatives (within and outside existing client base) and general online industry developments

Continuously improve understanding of global/local online advertising trends, technologies, effective campaign strategies/tactics, deal structures, emerging markets

Who we're looking for

Someone with a few runs on the board proven digital sales experience

Knowledge of the property developer industry

Sales experience to direct customers as well as ad/media agencies

Good knowledge of advertising processes and strategies

Numerate with experience with reporting on client activity

Good understanding of Excel, PowerPoint and Word

Balanced team player dedicated to client service.

Strong presentation, analytical and problem-solving skills.

Some of these things might push you out of your comfort zone or you might be looking at this thinking you can absolutely flourish in this role... Whatever you think, we think you should throw your hat in the ring!

Reach out to Brian King from Talent Attraction if you need any help.

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