

Australia Jobs Expertini®

Account Partner, Developer Sales

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Company: REA Group

Location: Subiaco

Category: other-general

Look after an existing portfolio of customers

Thrive and develop as part of a high-performing team whilst empowered to tailor your portfolio approach

Position located in Perth

We're REA

REA Group is not your average digital business. From humble beginnings in a garage in Melbourne's east in 1995, we have grown into a leading global digital business, specialising in property.

With bold and ambitious goals, we are changing the way the world experiences property. No matter where you're at on your property journey, we're here to help with every step - whether that's finding or financing your next home.

Our people are the key to our success. At the heart of everything we do, is a thriving culture centred around high performance and care. We are purpose driven and collaborative, which drives innovation and our ability to make a real impact. As such, we're proud to be named in Australia's "Top 5" Best Workplaces two years in a row, as well as being recognised as a Best Workplace for Women.

What we're doing

The Account Partner sits within the Developer Sales team. 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 across Australia's favourite property websites and mobile apps, realestate.com.au and realcommercial.com.au

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

When you join the Developer team, you join a cross functional group of high achievers representing product, IT, sales and marketing, supported by PR, communications, HR, finance, legal – all the people you need to provide exceptional products and services to Australia's property developer community.

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.

But we don't just look for someone based on their skills and expertise. It's our connection, acceptance and genuine care for each other that makes REA a great place to work. That means you also need to be:

Savvy minded and have the ability to think a little left of field / outside the box

A strong and creative communicator

Friendly, approachable and have good relationship management skills

An avid supporter of our fully inclusive culture - we celebrate difference and ensure that everyone belongs

The physical, mental, emotional and financial health of our people is something we'll never stop caring about. This is a place to learn and grow. We're committed to your development – both professionally and personally. Your experience with us is something we take seriously.

The REA experience

We offer:

A hybrid and flexible approach to working - <https://rea.to/hybrid-working>

Flexible parental leave offering for primary and secondary carers

Programs to support mental, emotional, financial and physical health & wellbeing

Our Because We Care program offers employees volunteering leave, community grants, matched payroll giving and our Community Café donates 100% of revenue to charity.

Hack Days so you can bring your big ideas to life

Performance recognition programs because hard work should never go unnoticed

Our commitment to Diversity, Equity, and Inclusion

We are committed to providing a working environment that embraces and values diversity, equity and inclusion. We believe teams with diverse ideas and experiences are more creative, more effective and fuel disruptive thinking - be it cultural and ethnic backgrounds, gender identity, disability, age, sexual orientation, or any other identity or lived experience. We know diverse teams are critical to maintaining our success and driving new business opportunities. If you've got the skills, dedication and enthusiasm to learn but don't necessarily meet every single point on the job description, please still get in touch. If you like the sound of us, then we think you should apply today. We're proud to be Circle Back Initiative Employer and we commit to respond to every applicant. While we're looking at your application, and preparing to come back to you with an update, why not get to know us a bit more through our various social channels?

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