

Area Sales Executive - Greater Brisbane and Ipswich regions

[Apply Now](#)

Company: Western Union

Location: Australia

Category: other-general

Area Sales Executive - Greater Brisbane and Ipswich regions

Does playing a role in business growth sound exciting to you? Are you energized by developing leads into new clients? Would you like to work for a global company in Money Transfer that believes when money moves, better things can happen? Join Western Union as an Area Sales Executive.

Western Union powers your pursuit.

In this role, we'll be looking for you to grow the business by signing, training, and activating new Western Union agents and managing business development activities with existing agents in your territory.

Role Responsibilities:

Be responsible for meeting/exceeding sales quota/targets across your territory, through new agent acquisition and increasing same store sales.

Manage end to end sales process for independent retail locations, including selling the complete product portfolio where/when relevant, including the whole Agent Implementation phase.

Accountable for prospecting, negotiating, signing contracts with new agents, collecting required documents, submitting complete full packages, driving the activation process, and training the location.

Focus on the ramp-up of new locations to ensure they achieve full revenue potential.

Manage existing accounts within the territory and increase same store sales.

Make regular visits to high performing locations, identify and address issues within the current network.

Be accountable for meeting productivity targets and overall revenue of all locations within the territory.

Manage the Agent lifecycle for all Independents.

Role Requirements:

To be successful in this role you should have at least 5 years of experience in outside sales or service of consumer products; financial services is a plus.

Knowledge of the Australia market; ability to gain the trust and confidence of clients.

Effective communication, negotiation, presentation and listening skills required.

Ability to present and listen to your agents and build trust and confidence with them.

Fluency in English is required, other foreign language skill is a plus.

Organization, written and verbal communication skills, and attention to detail.

Ability to work individually, or collaborate with others in a global, fast-paced environment, dealing with ambiguity, making quick decisions, and managing tight timelines.

Valid driver's license and ability to travel.

will also have access to multiple health insurance options, accident and life insurance, and access to best-in-class development platforms, to name a few (). Please see the location-specific benefits below and note that your Recruiter may share additional role-specific benefits during your interview process or in an offer of employment.

Your Australia specific benefits include:

Transportation programs

Life / Accident Coverage

Superannuation Plan

Car Allowance

Volunteer Leave

Apply Now

Cross References and Citations:

1. Area Sales Executive - Greater Brisbane and Ipswich regions Tutorjobs Jobs AustraliaTutorjobs ↗
2. Area Sales Executive - Greater Brisbane and Ipswich regions BuenosairesjobsJobs AustraliaBuenosairesjobs ↗
3. Area Sales Executive - Greater Brisbane and Ipswich regions Emailjobs Jobs AustraliaEmailjobs ↗
4. Area Sales Executive - Greater Brisbane and Ipswich regions Kazakhstanjobs Jobs AustraliaKazakhstanjobs ↗
5. Area Sales Executive - Greater Brisbane and Ipswich regions Searchenginejoblistings Jobs Australia Searchenginejoblistings ↗
6. Area Sales Executive - Greater Brisbane and Ipswich regions Londonjobscentral Jobs Australia Londonjobscentral ↗
7. Area Sales Executive - Greater Brisbane and Ipswich regions EmploymenowJobs AustraliaEmploymenow ↗
8. Area Sales Executive - Greater Brisbane and Ipswich regions ConsultantjobsJobs AustraliaConsultantjobs ↗
9. Area Sales Executive - Greater Brisbane and Ipswich regions Seouljobs Jobs AustraliaSeouljobs ↗
10. Area Sales Executive - Greater Brisbane and Ipswich regionsIsraeljobs Jobs Australiasraeljobs ↗
11. Area Sales Executive - Greater Brisbane and Ipswich regionsFlutterjobsnearme Jobs Australia Flutterjobsnearme ↗
12. Area Sales Executive - Greater Brisbane and Ipswich regionsChilejobs Jobs Australia Chilejobs ↗

13. Area Sales Executive - Greater Brisbane and Ipswich regionsTechnologyjobs Jobs AustraliaTechnologyjobs ↗
14. Area Sales Executive - Greater Brisbane and Ipswich regionsOpenairmedia Jobs AustraliaOpenairmedia ↗
15. Area Sales Executive - Greater Brisbane and Ipswich regionsPhilippinesjobs Jobs AustraliaPhilippinesjobs ↗
16. Area Sales Executive - Greater Brisbane and Ipswich regionsUniversityjobsnearme Jobs Australia Universityjobsnearme ↗
17. Area Sales Executive - Greater Brisbane and Ipswich regionsGamejobs Jobs AustraliaGamejobs ↗
18. Area Sales Executive - Greater Brisbane and Ipswich regionsCraigsjobsJobs AustraliaCraigsjobs↗
19. Area sales executive - greater brisbane and ipswich regions Jobs Australia ↗
20. AMP Version of Area sales executive - greater brisbane and ipswich regions ↗
21. Area sales executive - greater brisbane and ipswich regions Australia Jobs ↗
22. Area sales executive - greater brisbane and ipswich regions Jobs Australia ↗
23. Area sales executive - greater brisbane and ipswich regions Job Search ↗
24. Area sales executive - greater brisbane and ipswich regions Search ↗
25. Area sales executive - greater brisbane and ipswich regions Find Jobs ↗

Source<https://au.expertini.com/jobs/job/area-sales-executive-greater-brisbane-and-ipswic-australia-western-union-9de0bffb87/>

Generated on: 2024-05-04 by Expertini.Com