

Area Sales Executive – Greater Toowoomba

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Company: Western Union

Location: Australia

Category: other-general

Area Sales Executive – Greater Toowoomba

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 based in the **Darling Downs Region (Greater Toowoomba)** covering the **Southern Queensland and of Northern NSW.**

Western Union powers your pursuit.

In this role, we'll be looking for you to grow the business by signing new Western Union agents. We'll want you to meet and exceed your sales targets through new agent acquisitions.

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 Independents, 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.

Eventually manage existing accounts within the territory with the aim of increasing

same store sales.

Make regular visits to high performing locations to 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

Previous experience in business development, external sales, account development or servicing of customer products in Regional Australia.

Effective management and conversion of a sales pipeline.

Strong negotiation and decision-making skills to win new business.

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

Excels at both phone-based business development along with face to face in the field sales for opportunity generation and conversion.

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.

Proficiency in Microsoft Office, CRM and software to deliver for your customers.

Drivers License and ability to travel.

Business sales in Regional Australia and networking experience in produce regions is a plus.

Benefits

You will also have access to short-term incentives, 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

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