

## Retail Partner Executive - WA

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Company: Optus

Location: Perth

Category: other-general

At Optus, we don't sit back and let the future happen to us - we're out there making it. By expanding into new technology and relentlessly improving every day, we're creating a better tomorrow for all Australians.

We believe in the strength of a vibrant, diverse and inclusive workforce where backgrounds, perspectives and life experiences of our people help us innovate and create strong connections with our customers.

The **Retail Partner Executive - WA** plays a pivotal role in managing relationships for Branded Retail Partners, creating an engaging impactful culture of outstanding performance through proactive approach.

This role is accountable for the achievement of key business targets for their allocated Optus branded retail partner stores. In this role, you will partner with our Franchise and Licensee's, to deliver mutually beneficial outcomes for our Partners and Optus.

### **The day to day**

Providing thought leadership and sharing unique practices with our stores to deliver effective outcomes in all aspects of their business plan

Ensure adherence to regulatory compliance obligations including but not limited to AMTA, WHS

Providing professional industry and business advice in the areas of operations, marketing, human resources, and financial management

Establish firm relationships with the store owners to drive the retention and growth of Optus customers to drive outstanding sales performance

Utilising strong leadership skills to influence the experience of customers and maintain the integrity of the Optus brand.

Seek innovative ways to drive growth in local markets and increase market share

### **Why you are our next Retail Partner Executive**

Professional experience in Retail telco/ finance / banking franchise network relationship management

Proven track record in strategic planning for large and sophisticated franchisee networks

Proven experience and confident in building positive relationships with executive level customers

Strong business insights (Cash flow, P&L, Balance sheet)

Demonstrated ability to challenge status quo with a strong ethos of continuous improvement, bringing diversity of thought to the table

Resilient in nature and results orientated, motivated and good decision-maker with a high degree of initiative

### **What's in it for you?**

Competitive salary and performance incentives

Discounts to Optus products and services, and to over 400 retailers Australia-wide

Training, mentoring and development opportunities (ask us about OptusU!)

A “connected” day for you to use to connect to something you are passionate about

Keen to see what it's really like to work at Optus? Search #OptusLife on LinkedIn to go behind the scenes!

At Optus, we are strengthened by others and that means valuing diversity and saying 'yes' to embracing individual differences. We are committed to ensuring that our application

process provides an equal employment opportunity to all job seekers, including individuals from diverse gender, cultural and linguistic backgrounds, individuals with a disability, individuals identifying as being part of the LGBTQIA+ community, individuals who may have served in the armed forces or who identify as Aboriginal and/or Torres Strait Islander. If you require any adjustments or accessibility support to participate fairly and equitably in the recruitment process, please email [AccessibleRecruitment@optus.com.au](mailto:AccessibleRecruitment@optus.com.au) along with your preferred method of contact and we will be in touch.

For more information on Diversity, Inclusion & Belonging at Optus, please visit <https://www.optus.com.au/about/inclusion-diversity>.

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