

Retail Sales Area Manager

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Company: Seven West Media

Location: Perth

Category: other-general

Apply now Job no: 978995 Work type: Fixed term contract Location: Perth About us You may have heard of us, but did you know? Seven West Media (SWM) is not only the top news, sports and entertainment brand in WA, we are a group of diverse, creative and inclusive team members that love what we do. We get to connect with millions of Western Australians every day, and we aim to give our audience, clients and team the best experience. We comprise of brands including Channel Seven, The West Australian, The Sunday Times, thewest.com.au, PerthNow, 7plus, and thegame.com.au. An exciting opportunity exists for a strong negotiator who is hardworking and positive to join Western Australia's leading media group. Reporting into the Customer Engagement department, you will be operating within a team whose key focus is ensuring the development, maximisation and maintenance of retail sales. As a Retail Sales Area Manager at Seven West Media, you'll be at the forefront of negotiating prime newspaper locations, ensuring maximum in-store visibility to elevate our brand. Your expertise in executing compelling promotional material will be instrumental in supporting our cutting-edge marketing campaigns, captivating customers and driving sales. This role is a 12 month fixed term full time contract. About the role Direct responsibility for the performance and day to day management of the local retail network (newsagents, grocery, petrol & convenience, delis etc) in your assigned territory Negotiate newspaper location and maximising in-store brand visibility opportunities. Expand the retail distribution footprint of The West Australian, The Sunday Times, Perth Now community papers, and regional titles. Develop and implementing promotional and marketing activities to key stakeholders with the view to growing

sales. Assist with supplies, returns and sell outs in order to maximise sales. Conduct retail surveys and audits. About You: Previous experience working as an Area Manager, Sales Representative or Account Manager in fast moving consumable goods. Well-rounded communication skills and the ability to nurture and manage customer relationships. A strong sales focus and the ability to negotiate commercially sound outcomes. Process driven, strong time management, attention to detail and organisation skills. A team player who is self-motivated, resilient and enjoys a challenge. About the Benefits: Work for an iconic WA brand and renowned media company. Salary sacrifice packaging and a paid parental leave policy. Flexible and hybrid working arrangements. An Osborne park location with an onsite café, free gym and parking. An employee Perks program, health and wellbeing support program and more. Tool of trade fully maintained vehicle. Apply now! Join us at Seven West Media and be a part of our success story. To apply simply click the 'Apply Now' button and follow the prompts to submit your resume and cover letter. Please note, only applicants who have current and valid Australian work rights can apply. Apply now and join us behind the scenes at one of Australia's most prominent media companies to let your talents shine. SWM is an equal opportunity employer and we are committed to creating a diverse and inclusive workplace. SWM does not accept any unsolicited agency resumes and will not be responsible for any fees related to unsolicited resumes. For more information visit www.sevenwestmedia.com.au. Advertised: 12 Apr 2024 9:35 AM W. Australia Standard Time. Applications close: 12 May 2024 11:55 PM W. Australia Standard Time. Seven West Media is an equal opportunity employer and we are committed to creating a diverse and inclusive workplace. Recruitment Agencies: Seven West Media does not accept any unsolicited agency resumes. Seven West Media is not responsible for any fees related to unsolicited resumes. #J-18808-Ljbfrr

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