

Telesales Consultant

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Company: Acm

Location: Ballarat

Category: other-general

: A fantastic permanent part-time opportunity is now available to join The Courier as a Telesales Consultant based in Ballarat. As a part of the local sales department the Telesales Consultant role will primarily be the frontline representative serving the advertising needs of the various publications, in a sales capacity. May be directed, from time to time, to assist multiple titles and operating groups, outside of the main portfolio, as required and directed. Represent mastheads and products across all the available commercial products. Prospect for new customers by cold calling, using leads, or other means of generating interest from potential customers. Maintain relationships with current customers across several different revenue verticals both in an inbound and outbound capacity. Plan persuasive approaches and pitches that will suit the customers needs within the Classifieds space. Must develop a rapport with new customers, and set targets for sales and provide support that will continually improve the relationship. Required to grow and retain existing accounts by presenting new solutions and services to customers. Skills and Experience: You have work experience in sales or customer service in the media industry. You are easy to talk to and have a professional telephone manner. A results-driven attitude with an ability to work well in a team makes you different from others. You have excellent written and verbal communication skills and sound computer skills. Why you should join ACMACM's purpose is driven by our passion for keeping our communities strong, informed and connected. We truly value independence and encourage you to achieve your best work in an environment that allows your authenticity to shine and supports your development in your media career. Our employees also enjoy the following benefits: Lifestyle discounts - Flare

benefits, digital subscriptions, novated leasing and moreCompetitive Parental Leave ProgramFinancial Study Assistance - We will support you to explore further qualifications and can support work-related tertiary qualifications and coursesMake a Difference - We pride ourselves on making a difference for our audiences, communities and achieving results for our advertising partners Next Steps Please press the APPLY button - we can't wait to hear from you!Check the link below to see the ACM careers page -

<https://joinus.austcommunitymedia.com.au/home> We advocate Diversity and InclusionACM embraces all aspects of diversity and inclusion and are committed to creating a workplace which reflects the incredibly diverse customers, audiences and communities we serve.

Candidates from all backgrounds will receive equal consideration for the opportunity they apply for Disability AccommodationFor individuals who need assistance at any point in the application and interview process please contact the ACM Jobs team via email - *****

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