

## **Job Description – Sales Representative NSW**

Candid Marketing has a full-time position for a motivated, driven and customer-focused Sales Representative. Reporting directly to the Agency Director, your topline objective is to meet company revenue targets and our client needs.

### **About Us**

Candid Marketing is a growing media agency based out of Griffith with clients from Melbourne to Toowoomba. We focus on delivering quality websites that convert, email marketing automation and rebranding for existing businesses and start-ups.

Candid Marketing has been operating for almost 4 years and has a tight-knit and great team! Our number one value is Teamwork and communication is key to this in our small, remote team. We value our employees and strive to make Candid a safe and enjoyable place to work.

### **The Role**

The role will be a mixture of account management and new business development that will require great communication skills to onboard new clients, upkeep our current client relationships and increase brand awareness of Candid Marketing and our product CanTicket.

Your aim will be to forge and develop strong relationships with your key customers and foster affiliations with new clients. You will be required to propose product solutions for projects, respond to quote requests and tenders with the appropriate products; replying in a timely manner.

Predominantly, you will be servicing the Griffith and Riverina area, however, we do work where the work is, service regional councils and can service clients in the city so occasional city trips will be required.

### **The Applicant**

The applicant should have a passion for selling, and be tenacious and goal driven. Untapped commission means a motivated applicant could make as much money as the effort they put in.

Experience in a similar role, especially within the industry would be an advantage but this role would suit any person who is a quick learner that can apply their new knowledge and is driven to accomplish the sales objectives.

Your personal qualities will be professional, enthusiastic and proactive. You will be a part of a dynamic business where you are a valued member, working in a friendly and hardworking team that is focused on growing the business and providing high levels of customer service.

The successful applicant will be able to work well in a small dedicated team, be a good negotiator, have great organisational and time management skills, the ability to thrive in the face of a challenge, be self-motivated and have good integrity.

### **Principle Duties**

- Represent Candid Marketing in a positive and professional manner
- Effectively manage and grow the client base to increase sales in NSW
- Maintain and enhance call cycle effectiveness
- Actively seek sales growth in the local market
- Introduce new and innovative products to corporate and small businesses alike
- Provide timely quotations of products and services for customers
- Process customer orders through the Candid Marketing operations network
- Ensure that all customer queries, issues and complaints reach a successful and appropriate conclusion
- Deliver informative monthly sales reports to management
- Provide feedback by completing reporting requirements and provide strategic input as required

### **Skills and Attributes**

- Team player who respects the company's mission, vision and values
- Excellent time management and personal organisational skills
- Willingness to adapt to a variety of sales tasks as requested
- Excellent telephone manner
- A "can do" attitude and an ability to work without close supervision
- Accurate numeracy and good communication skills
- Strong attention to detail
- Proficient at Microsoft Office and Excel
- Current drivers licence

### **How to Apply**

To apply for this role please provide the following documents and submit online:

- Your current resume; and
- A short cover letter (Max. 2 pages) on how your experience, abilities, knowledge and personal qualities would enable you to achieve the key accountabilities and meet the key capabilities

- A paragraph within your cover letter about why you want this role and what excites you about digital media and marketing

**Salary**

Commercial Sales Award (MA000083)

Unlimited commission (rate varies depending on product/service)

Includes Phone or Phone Allowance

**Probation Period**

3 months

Applications to: [cassandra@candidmarketing.com.au](mailto:cassandra@candidmarketing.com.au)