



### **Sales Account Manager – Contract Role**

Fun, dynamic role, no two days are the same!

Work with the best, career development on offer

Perks plus – we think you should love what you do everyday

**About Us** - Entertainment Publications ( part of the IncentiaPay group) is Australia and New Zealand's leading producer of dining and activity guides which help raise over \$6 million for local community groups every year. We are passionate about our brand and we make sure that passion follows through in everything we do! We are well established with good growth and very respected in our market. We pride ourselves on our fun and supportive culture as well as having a very strong focus on developing our staff to grow their careers with us.

**About the Job** - Team work and goals are the centre of everything at Entertainment! . Your role will also focus on fostering relationships in both the fundraising community and restaurant & activity sector – nurturing established connections while sourcing new business in both areas. Your daily tasks would include the following;

- Calling and meeting with your own client accounts; you would be responsible for a geographic territory
- Signing new restaurants and activities for the Entertainment Memberships
- Being creative and designing marketing plans for your fundraising groups and helping them reach their goals
- Account management – coordinating the delivery stock to fundraisers, invoicing, regularly servicing accounts through phone calls and meetings, reporting on restaurant and activity results and so on
- Helping with event management for our annual launch parties and attending various events that our restaurants and fundraising partners host throughout the year
- Achieving weekly and monthly individual and team goals

**About You** - You will have come from a sales background, ideally with some exposure to the hospitality or tourism sector. You will have a proven track record of hitting targets and be familiar with working to KPIs. This role heavily focuses on building and maintaining relationships, so you will have fantastic interpersonal skills and be able to organise your time independently. You will have a team focus and be looking to have fun with your job while making a difference in the community. Mostly enthusiasm, passion, a great sense of humour and a “never fail” attitude is what you really need to succeed in this role.

**Our Promise** - We'll make sure you have everything you need to thrive in your role. A competitive salary package is on offer including base, car allowance, commissions, smart phone and other benefits. There is ample growth opportunities across multiple brands within the Entertainment banner, companywide incentives, and many perks of the job. We want you to have fun managing your own territory while being responsible for your own goals and targets. You will split your time between the office and out meeting clients, and no two days are ever the same - you will never watch the clock again! There are annual interstate conferences, and the chance to go on a fabulous yearly holiday with your colleagues if you reach your goals.

Please note – the role will be offered as a permanent role for the right person who is able to demonstrate strong sales ability.

