



## **DJ Central ASIA (HongKong) Ltd**

**EXP0112**

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### **MEDIA SALES REPRESENTATIVE**

DJ Central ASIA and DJ Central Records are looking for a self-motivated and driven digital media sales representative to work with our team in the branded entertainment division of the company.

Focused on the international media markets and based in our Sydney head office in Australia, the role will involve selling our branded entertainment and production services to the global market place. You will contact potential clients for new sales, present the products and services and most importantly close the deal.

#### ***The role will require you to:***

- Grow the clientele base, identify new business and manage established client accounts through an inventory management system.
- Maximize opportunities for the development and growth of the company in the branded entertainment sector.
- Maintain database and sales forecasts
- Meet projected monthly sales targets
- Proactively seek and implement processes that will support the continued growth of the business sales segment.
- Consult independently and as part of the team

The role will present the opportunity to work from home with phone and internet expenses covered for the successful candidate. The role will also offer travel opportunities and the chance to work with a support team who will help manage and provide you with business prospects. We envisage the successful candidate earning over \$100,000 a year in commissions.

#### ***To be successful for this role you will require:***

- A comprehensive knowledge of needs-based selling.
- Proven success increasing sales in a competitive marketplace.
- Business to business experience in a phone based or client faced environment.
- Understanding of inventory management systems and/or online advertising processes.
- Excellent communication and presentation skills, both written and verbal.
- An assertive demeanor, with a strong goal-orientation and self-motivation.
- The ability to work unsupervised, multi-task, handle pressure and work under deadlines.

**AUSTRALIA – UK – GERMANY – USA – INDONESIA – JAPAN**

[www.djcentral.tv](http://www.djcentral.tv) + [www.bluepie.com.au](http://www.bluepie.com.au)

**HOW DO TO APPLY FOR THE ROLE:**

All applicants are to send their current resume and a cover letter stating why they are perfect for this position to the Media Manager [jaw@bluepie.com.au](mailto:jaw@bluepie.com.au)

**Contact Name** – Scott Tabrett

**Email** – [jaw@bluepie.com.au](mailto:jaw@bluepie.com.au)

**Phone** - +61 2 9310 0155

**Website:** [www.djcentral.tv](http://www.djcentral.tv)