



Job Title: Online Efficiency Consultant

Job Type: Permanent

Based: Sydney, Australia

Ve Interactive Ltd is a company delivering innovative and powerful **online efficiency solutions**. Having identified a key failing in current ecommerce and registration processes, our product suites will revolutionise the online industry and dramatically increase revenues for all who use them.

As an Online Efficiency Consultant you will be responsible for your own lead sourcing and generation, developing and maintaining key relationships with online retailers in the following sectors:

- Gaming & Sports
- Financial & Property
- Travel & Tourism
- Home & Garden
- Consumer Goods
- Consumer Electronics & IT
- Arts & Education
- Entertainment

The role requires a clear understanding of the Internet and knowledge in affiliate programs will be an advantage. Primarily telephone based, the role will suit someone highly focused, results driven, self-motivated and confident in their approach.

Sales experience would be a distinct advantage.

Rates of Pay: Between 28,000 – 36,000 AUD + Benefits + Commission. Salary offered will be commensurate with relevant experience and the level of responsibility undertaken in the post plus accumulative commission.

Hours of Work: The employee is required to work the hours, on a flexible basis, necessary to carry out the full range of duties and responsibilities of the post.

Knowledge and Skill Requirements

1. Excellent English written and oral, additional languages beneficial.
2. Pleasant and outgoing personality
3. MS Excel and PowerPoint experience is required.
4. 1-2 years sales experience will be an advantage.
5. B2B sales experience preferably in an environment of cold-calling and self-generated leads.
6. Ability to develop and deliver presentations.
7. Ability to create, compose and edit written materials.

8. Knowledge of advertising and sales promotion techniques advantageous.

Primary Responsibilities

1. Present and sell company products and services to current and potential clients.
2. Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
3. Identify sales prospects and contact these and other accounts as assigned.
4. Gaining a clear understanding of customers' business and requirements.
5. Prepare presentation and proposals.
6. Establish and maintain current client and potential client relationships
7. Identify and resolve client concerns.