



Account Manager

Company

goa imagineering is one of the leading providers of signage project management in the Queensland market. We are a division of **goa** billboards who have been in the advertising industry for over 30 years. **goa** imagineering was launched into the market some 2 years ago and we are experiencing rapid growth providing signage services to all industries and our clients include leading developers and shopping centres. We provide an extensive range of signage solutions from retail to sales suite fit outs and hoardings to on-site sign construction. **goa** imagineering is a family owned company with strong business ethics, providing a great team in a fantastic working environment.

Position

As an Account Manager you will be experienced in securing new business. You will be required to liaise with various sized companies and all levels of decision makers. You will be required to maintain existing client portfolios and build stronger relationships with an emphasis on securing new, long-term business. Your role will be to provide the first point of contact to clients, working directly with them face to face and over the phone and overseeing the job from start to finish.

Candidate

To make this great role yours you will preferably (but not necessarily) have worked within the signage or a similar industry with a proven track record in sales or have technical sign industry knowledge and wish to pursue a sales career. You will need to be self-driven with a passion for sales and have the ability to manage and build accounts. The successful candidate will need to be confident, show initiative and communicate clearly and effectively on a business-to-business level. You will be bright, enthusiastic and able to pick up new technologies quickly as well as having great attention to detail. A consistent past history of exceeding all KPI's and budgets will be an advantage. The successful candidate will have an intermediate knowledge of Microsoft Word, Excel and Outlook.

The successful candidate will be remunerated based on previous experience and budgets met with a retainer/commission structure in place.

If you are interested in this position please email your application and resume to info@goa.com.au or post to;

PRIVATE AND CONFIDENTIAL
GOA Imagineering
PO Box 2129, Fortitude Valley BC Qld 4006.

Alternatively please call Paul Menary for a confidential conversation on 07 3854 1150.