

Reports to: Group Sales Manager

Department: Sales

Location: Brisbane Head Office

Full-time

Immediate start

Junior Account Executive

About goa

We are Queensland's leading independent out-of-home media company, delivering high-impact billboard campaigns across Brisbane, South East Queensland and nationally through our Alliance network.

Family-owned and proudly local, we combine deep market knowledge with commercial thinking and bold creative delivery. We partner with brands and agencies to turn big ideas into high-performing campaigns and we move fast.

At goa, we value integrity, creativity and ambition. We back our people, expect initiative, and reward performance.

If you want real exposure to major campaigns, meaningful client partnerships and the pace of high-performing media sales, goa is where you can build your career in media.

The role

This is a rare opportunity to work directly alongside an experienced Key Account Manager, gaining hands-on exposure to major campaigns, commercial strategy and client partnerships from day one. This is your entry point into serious media sales. If you are commercially curious, ambitious and eager to understand how large-scale outdoor campaigns are built, sold and delivered this is your opportunity.

You will work closely with and be mentored by a senior Key Account Manager, supporting both new business development and existing client growth while progressively building your own client portfolio.

Key Responsibilities

- Proactively identify, research and contact new business prospects through structured prospecting and cold calling
- Book client meetings and contribute to pipeline growth through outbound activity
- Attend and participate in client meetings, learning how to convert conversations into campaigns
- Assist in preparing strategic proposals and client presentations
- Support campaign coordination including artwork management, bookings, renewals and client touchpoints
- Maintain accurate CRM updates, pipeline tracking and forecasting
- Work toward agreed activity targets and revenue KPIs
- Over time, you will take ownership of your own accounts and revenue portfolio.

Who you are

You are ambitious, resilient and commercially curious. You understand that sales success comes from consistency, follow-up and activity not luck.

You may be:

- Early in your media or sales career
- Working in media planning/buying and ready to move to the sales side
- In customer service and ready for a revenue-focused role
- A recent graduate with strong communication skills and drive
- You are confident in conversation, comfortable picking up the phone, and motivated by targets and progression.

External Market Representation

- Represent goa professionally in market, building strong relationships across direct clients and key decision-makers
- Deliver timely, high-quality responses to briefs and client enquiries
- Maintain a proactive, solutions-focused approach to achieving client outcomes

Sales Team

- Contribute actively to Brisbane Sales meetings, sharing pipeline updates, market insights and growth opportunities
 - Collaborate with peers to drive territory strategy and collective performance
 - Contribute to a positive, accountable and high-performance team culture
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What You'll Learn

- How billboard campaigns are structured, priced and sold
- How to build and manage a qualified sales pipeline
- How to prospect effectively and convert cold outreach into revenue
- Strategic client servicing across Marketing Managers and business owners
- High-performance sales behaviours inside a driven team

You will be mentored by an experienced Key Account Manager and supported within a focused, performance-led Brisbane sales office.

Competencies & Qualifications

- Strong written and verbal communication skills
- Confidence with cold outreach and phone-based prospecting
- Ability to manage multiple tasks and deadlines
- Self-motivation and accountability
- Genuine interest in advertising and commercial sales

Desirable:

- Media or advertising exposure
 - CRM experience (Salesforce preferred)
 - Sales or customer-facing background
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At goa, we operate within a focused, high-performance culture. We value initiative, consistency and people who take ownership of their results.

If you're ready for your next challenge and a career in media email your CV and Cover Letter to The Hiring Manager at careers@goa.com.au