

Business Manager - Nine Plus Radio

Nine • Docklands VIC 3008



Base pay
\$0 - \$0



Work type
Full time



Contract type
Not provided

Job details



Date posted
07 Jun 2021



Expired On
19 May 2022



Category
Sales



Occupation
Financial Manager & Controller



Base pay
\$0 - \$0



Work type
Full time



Job mode
Permanent

Full job description

Company Description

Nine is Australia's largest locally owned media company with investments spanning television, video on demand, print, digital, and radio. Nine's assets include the Nine Television Network, video on demand platform 9Now, talkback radio stations 2GB, 3AW, 4BC and 6PR, major mastheads such as The Sydney Morning Herald, The Age and Australian Financial Review, digital properties such as nine.com.au, 9Honey, Pedestrian.TV and CarAdvice, subscription video platform Stan, and majority investments in Domain and Future Women.

Job Description

The Business Manager will work closely with the Group Business Director to build and maintain effective relationships with agencies and clients to deliver solutions for our customers and achieve revenue targets.

This role will be aligned with our Nine Radio business and looking after our clients across Nine Radio's TALK stations 2GB, 3AW, 4BC, & 6PR and MUSIC stations 2UE, MAGIC, 4BH

RESPONSIBILITIES

- Identify opportunities for new business growth
- Meeting or exceeding your budget each month, quarter and year
- Be committed to over achieving both your individual and the team's monthly revenue targets
- Representing the Nine Plus brand within the market, having a strong and reputable market presence
- Clear understanding of all of Nine's wider products spanning Broadcast, Publishing, Radio and Digital
- Other duties as reasonably required

Qualifications

Essential experience & skills

- Possess strong commercial acumen
- Negotiating and influencing skills
- Strong communication and exceptional presentation skills
- Proven experience in building and maintaining strong relationships internally and externally
- Radio Sales Experience advantageous
- Ability to work in a faced past environment and adapt and be flexible to change, leading your team through change

Desirable experience & skills

- Understanding of the Data Landscape
- Exposure to Broadcast and other Media

Additional Information

Being part of our Nine Sales team means you will benefit from:

- Participating in our Sales Academy to further your skills in both publishing, digital and broadcast sales
- Our fun vibrant culture and large recognition program where we reward outstanding performance quarterly
- Being rewarded through our highly competitive commission structure