

100.7 RIVERLAND LIFE FM SALES REPRESENTATIVE (COMMISSION)



Title

Sales Representative

Job Description

Sales Representatives report to the Promotions sub-committee. The role is primarily to facilitate the selling of Sponsorship Advertising to businesses and organisations on behalf of the Station.

Responsibilities

The duties of a Sales Representative are to:

- Serve the Lord in this organisation, Riverland Life FM, as His representative at all times, to the ultimate benefit of the community of the Riverland;
- Ethically represent the Station including portraying and enhancing the wholesome image of Riverland Life FM;
- Seek to maintain the above standards at all times, in and out of work hours.
- Work as part of the Promotions Team in a co-operative and encouraging manner.
- Contact and develop relationships with businesses and organisations in the Riverland, developing an understanding of their operation and aims;
- Develop effective advertising campaigns for each client. The priorities for each campaign in order of importance are:
 1. Effectiveness in promoting the Client's activities.
 2. Informative to our audience and consistent with our Programming guidelines.
 3. Generating maximum income to the Station.
- Seek to achieve periodical sales budgets that may be set by the Promotions sub-committee.

Remuneration

- Initially this will be on a commission-only basis, beginning at 30% of new sales; 15% paid when a sale is secured; 15% paid on payment by client. (Note: when sales growth allows, renegotiation of employment package to include a retainer can commence.)
- A mobile phone including reasonable usage will be provided;
- All travel expenses will be reimbursed at the ATO prescribed rate. (Note: a company car is not included in the package at this time. This will be considered in the future as resources allow.)

Conditions of Employment

- A probationary period of 3 months until which either party may choose to terminate at any time for any reason.

Contact information:

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