

General vacancies

Direct Sales Partner

- Work for the largest media company in Australia
- Great Team Culture
- Full Time Role - based in Darwin

The Company:

News Corp Australia is the nation's largest media company operating over 150 house-hold name brands across print, digital and multimedia including The NT News, The Australian and news.com.au.

The Role:

As a Direct Sales Partner you will work in partnership with Field Sales Account Managers to provide sales and operational fulfilment services to portfolio customers under a shared financial metrics model to ensure an optimum customer experience.

In addition to this, you will be responsible for servicing multiple customers of Field Sales Account Managers for all operational enquiries and transactional sales while also completing booking and fulfilment activities for sales made by Field Sales Account Managers. You will also be responsible for up/cross selling to the customer and advising on tactical sales solutions for portfolio accounts.

The Person:

You will have previous experience working in a sales environment with a strong administration focus, be customer orientated with demonstrated experience in sales. In addition to this, you will adopt a proactive sales approach, be technology savvy and proficient with customer database systems. You will possess outstanding communication and organisation skills and the ability to deal with customers at all levels. Experience of working in media sales would be highly regarded.

Join Us:

News Corp Australia recognises that the enthusiasm, passion, talent and commitment of our people help shape our future. Our people join and stay with our company because they thrive on being challenged and enjoy working in a fast-paced stimulating environment. We offer a competitive remuneration package; a focus on learning and development opportunities, supportive management team and fun and rewarding environment.

To apply for this role, please visit the News Career site at www.news.com.au/careers and search **Job Reference; AU1234CW000231**



General vacancies

Classified Advertising Consultant

- Work for the largest media company in Australia
- Great Team Culture
- Full Time Role - based in Darwin

The Company:

News Corp Australia is the nation's largest media company operating over 150 house-hold name brands across print, digital and multimedia including NT News, The Australian and news.com.au. We are proud to be a central part of News Corp, a leading global network of powerful brands in news and information services, sports programming in Australia, digital real estate services, book publishing, digital education and pay-TV distribution in Australia including Fox Sports, Dow Jones, Harper Collins, Realestate.com.au and The Wall Street Journal.

The Role:

NT News (A division of News Corp) is looking for a Classified Sales and Customer Service Consultant to join our team. This is a full time role working 8:30am to 5:00pm Monday to Friday.

In this role, you will be the first point of contact for our Classifieds Advertising customers. Your key responsibilities will include answering high volumes of inbound calls, assisting customers with general enquiries and providing advertising solutions to our customers with the highest level of customer service. In this role you will be working in a positive environment within a hard working and successful team.

The Person:

To be successful in this role you will have previous experience working in a fast paced call centre environment in a customer service/sales role. You will have high attention to detail with sound computer skills. You will be highly energetic, confident and organised with an ability to multi-task. With sound solution selling skills, you will take initiative in providing our customers with innovative advertising solutions.

Join Us:

News Corp Australia is evolving in response to the expectations and challenges of the digital world in which we now live. We have an amazing opportunity to reinvent our industry and redefine the future of media in Australia. We are passionate about what we do and proud of our heritage of world-class journalism and entrepreneurial spirit. Our environment is supportive and friendly, we encourage innovation, collaboration and creative thinking. If you thrive on being challenged and enjoy working in a fast-paced stimulating environment, come and join us on this incredible journey.

If this sounds like an exciting opportunity we would love to hear from you.

For further information or to submit your application, please go to www.news.com.au/careers and search for **Job Reference AU1234AT000415**.



Sports Reporter

- Australia's Largest Media Organisation
- Sports Role
- Darwin Location

The Company:

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The Role:

Based in Darwin and reporting to the Sports Editor, you will work with a team that prides itself on delivering the biggest and best news & sport content in the Northern Territory. This is a pivotal reporting role, producing stories for papers that are authoritative, engaging and set the news agenda. **An interest in horse racing, cricket and AFL would be beneficial.**

You will be responsible for the gathering of information and the generation of original and exclusive stories for all genres of sport and also general news. You will adhere to the newspapers policy of fairness, balance and accuracy and work well both autonomously and in a team environment. You will be required to develop an expertise in the coverage of specific areas and maintain close liaison with the wider community, staying abreast of community issues and interests.

The Person:

You will be a skilled Sports Reporter with good news judgement, strong writing skills and adaptability to changing systems. A natural communicator, you will be flexible, customer focused and share our vision for the future.

You will produce copy that is clean, logical and accurate and have the ability to explain complex ideas and situations with clarity. A 'self-starter', your ability to develop strong contacts within the community will ensure success in this role.

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For more information on careers at News Corp Australia visit: www.news.com.au/careers



New Business Sales Consultant

- Work for your local paper - NT News
- Strong focus on building new business in an untapped market
- Darwin Location

The Company:

News Corp Australia is the nation's largest media company operating over 150 house-hold name brands across print, digital and multimedia including NT News, The Australian and news.com.au. We are proud to be a central part of News Corp, a leading global network of powerful brands in news and information services, sports programming in Australia, digital real estate services, book publishing, digital education and pay-TV distribution in Australia including Fox Sports, Dow Jones, Harper Collins, Realestate.com.au and The Wall Street Journal.

The Role:

NT News (A division of News Corp) is looking for a New Business Sales Consultant to join our team. In this role, you will be responsible for developing new business relationships within the classified environment through outbound phone calls and face to face activity. This is an excellent opportunity for you to take your career to the next level with full training and ongoing support.

Your key responsibilities will include:

- Develop new business in a high growth area of the market through both outbound calls and face to face meetings
- Develop long term relationships with new clients and manage your own account portfolio
- Assist customers with advertising solutions, with the highest level of customer service
- Meet KPI's and exceed targets
- Grow and further develop new project initiatives

The Person:

To be successful in this role you will have previous experience working in a fast-paced sales environment, with a strong proven track record, through either phone or face to face sales. To be successful in this role you will need to be a 'true hunter' and tenacious enough to go out and develop new business opportunities. You will also have exceptional customer services skills and be able to develop long term relationships with internal and external stakeholders.

You will be highly energetic, confident and organised with the ability to multi-task. With sound solution selling skills, you will take initiative in providing our customers with innovative advertising solutions.

A current and clear driver's license is essential for this role.

Join Us:

We have an amazing opportunity to join a highly motivated and successful sales team, working in a great collaborative team environment. We are passionate about what we do and proud of our heritage of world-class journalism and entrepreneurial spirit. If you thrive on being challenged and enjoy working in a fast-paced stimulating environment, come and join us on this incredible journey.

For further information or to submit your application, please go to www.news.com.au/careers or search **job ref: AU1234CW000248**



Classified Ad-Line
Phone 8944 9999