



Professional Telemarketing Manager

- ✚ **Direct Report To General Manager**
- ✚ **Entrepreneurial Leadership**
- ✚ **Six Figure Base + Super + Significant Bonus**

This award winning employer of choice has consistently reinvented itself over the course of the last 40 years ensuring that they deliver and are known for delivering cutting-edge professional IT services. 2,000 customers (including a "who's who" of the enterprise world), a series of gold certifications and a quality executive team from strategy to execution go some way towards explaining their market leadership.

Significant growth across the APAC region has encouraged this Australasian icon to create a new position for a Telemarketing Manager capable of driving key operations towards further success. You will enjoy full P&L accountability as well as the autonomy necessary to introduce your own entrepreneurial flair across multiple client programs servicing customers from many of the worlds leading technology companies. You will also be the main point of contact between internal and external stakeholders covering strategic direction, service delivery, contract negotiation and the whole multi-level communication piece that accompanies this large and expanding B2B partnership.

We seek your proven leadership qualities working within a sales-oriented contact centre environment in addition to the following:

- ✚ Proven track record meeting inbound and outbound sales targets and all relevant financial objectives;
- ✚ Excellent interpersonal skills with the ability to build effective relationships with internal/external stakeholders;
- ✚ First class SLA negotiation and client relationship skills with commercial acumen that sets you apart from the rest;
- ✚ Demonstrated ability to coach and mentor within blended sales environments; and
- ✚ An underlying passion for working within a technology environment.

To apply in strict confidence, please click the apply button below attaching a brief resume and covering letter quoting **Ref. No. DOK/50190** or call **David O'Keefe** on 02 9947 9712 for further information.