



SALESPERSON/CLIENT LIAISON

Full-time, ongoing

Location: SOUTH EAST, QLD

- **Share your expertise, passion your dynamic personality to be successful in a Sales and Client Liaison role**
- **Join an inclusive team and work alongside industry experts, where collaboration and collective creativity are valued and encouraged**
- **Work in an easy-going, friendly and supporting atmosphere that values each team member's contributions**

We are seeking the services of an enthusiastic, driven and experienced Salesperson/Client Liaison to join our extraordinary team in delivering a professional and quality service to our customers in a timely and efficient manner.

Previous experience in the school photography industry would be highly regarded.

About Us

Leading Image School Photos are the leaders in School Photography.

We are a national brand, we pride ourselves on value, quality and service to our customers. Local schools being serviced by local people, developing long and valued client relationships you can trust.

Our School Photography branch located in South East, Queensland is focused on providing excellent service along with exceptional quality in our work. Our extraordinary team is passionate about creating an enjoyable experience and photographs that capture the school years from early learning to graduation.

Your new role

You will collaborate with clients to develop detailed briefs for photo shoots, capturing the essence of their vision

With your dynamic personality, professionalism and enthusiasm, you will build client relationships and maintain strong rapport with clients, understanding their brand and needs to foster long-term partnerships

Create and customise proposals that successfully convey the value and creativity of our services to potential clients.

You will have the skills to liaise with our schools and attend conferences and functions on behalf of the company to canvass further contracting opportunities.

You will be required to travel daily to various schools and locations with the possibility of some overnight travel.

You will have good administration skills with basic computer knowledge to complete daily digital processes to ensure the smooth processing of your work/sales activity.

Oversee clients' projects from start to finish, ensuring timely delivery and exceptional quality. Coordinate with various teams to keep projects on track.

You will be a positive team player and you will work closely with other branch staff and your support management team.

Qualifications and Experience:

- A high level of experience in school photography sales and client account management will be very highly regarded.
- Strong interpersonal skills, with the ability to interact with students, parents and school staff
- You will have good people skills and show courtesy and respect at all times.
- You will hold a current Working with Children Check (Employee Status), Blue Card and current Driver's licence

What we can offer you:

- A competitive salary package, with commission incentives (dependent on qualifications and experience)
- A hybrid in-office/work-from-home role that fosters team collaboration and independence
- Develop long-lasting business relationships and networks within the industry
- A supportive, mentored role with ongoing training to continue your journey in photography sales and contribute to the company's growth
- A positive and supportive workplace culture
- A work vehicle will be provided to carry out your work duties

We'd love to hear from You

We'd love to hear about the experience and skills you have that make you the perfect match for this exciting role!

If this role appeals to you and you have the expertise and skills set to match, we encourage you to submit your application. Please submit a resume and cover letter outlining your experience and why you believe you are the perfect fit for this role to:

www.leadingimage.com.au/careers

You can also follow us on LinkedIn or see more opportunities via

www.leadingimage.com.au/careers

You must have the right to work in Australia to be considered.