



## **Sales Specialist- The Women's Subscription Enterprise**

Don't miss this exciting opportunity to join The Big Issue team in an exciting phase of growth and development!

- Work on a global brand
- CBD location
- Full time, permanent role

Are you looking for an opportunity to use your professional sales skills to help employ homeless and disadvantaged women? If so, then don't miss this rare opportunity to join The Big Issue team in an exciting phase of growth and development.

The Big Issue's Women's Subscriptions Enterprise is a ground-breaking, sustainable social enterprise that provides employment, training and pathway opportunities for homeless, marginalised and disadvantaged Australian women. Operating through the sale of subscriptions to businesses, disadvantaged women are employed to work as Dispatch Assistants, sorting, inserting and collating magazine subscriptions for distribution.

Reporting to the National Operations Manager, this new and exciting position will be responsible for the sale of subscriptions to *The Big Issue* magazine to small/medium businesses across Australia.

The Sales Specialist will:

- Drive subscription sales to The Big Issue Magazine in both a face to face and phone based capacity
- Develop and deliver strategic sales strategies including direct marketing campaigns targeting small to medium businesses
- Work in collaboration with the marketing and finance departments
- Maintain and deliver reporting requirements

The successful applicant will be:

- Experienced in either face-to-face or internal outbound sales position
- Proactive with great initiative
- Have experience using CRM software, preferably Salesforce
- Qualifications in sales/business/marketing

Other:

- Own car use may be required
- Use of Big Issue mobile and laptop

For more information on The Big Issue and the Women's Subscription Enterprise go to [www.thebigissue.org.au](http://www.thebigissue.org.au)

*If you are looking for an opportunity that will both challenge and reward, please apply online by sending your resume and cover letter to [shines@bigissue.org.au](mailto:shines@bigissue.org.au).*