

SALES
AUSTRALIA

WE MAKE A DIFFERENCE



***BRINGING THE WORLD'S BEST EMPLOYERS
AND BRIGHTEST PROFESSIONALS TOGETHER***

Michael Page
INTERNATIONAL



OUR PASSION

Great companies are built with the passion to make a difference.

Michael Page was founded on this simple principle in 1976. In the years that have followed we have grown to become the global leader in professional recruitment.

We make a difference by bringing the world's best employers and brightest professionals together. And that's something worth being passionate about.



OVERVIEW

Opening offices in Australia in 1985, Michael Page has since cemented its position as a leading professional recruiter. Michael Page Sales is a specialist business line with a team of experienced consultants who focus solely on recruiting for this sector.

Our reputation is built upon the stability of our management team and our ability to source a consistent stream of high quality professionals. Our national office network enables us to successfully recruit for sales roles in many locations across Australia.

SPECIALISTS IN THE FIELD

When you make the decision to work with Michael Page, you can rest assured you are dealing with someone who understands. Unlike many other recruitment firms, our consultants are specialists in the fields for which they recruit. Many have worked in the sales sector prior to joining Michael Page. This translates into more successful outcomes because we fully understand the skills and experience a candidate needs to fit into your organisation.



“ Our philosophy is simple and has been consistent around the world for over 30 years. We provide our clients with the talented professionals they need to achieve their objectives. ”

Steve Ingham

CHIEF EXECUTIVE
MICHAEL PAGE INTERNATIONAL



RECRUITMENT WITHOUT COMMISSION

In a unique approach within the recruitment industry, our consultants do not work on commission. Our consultants are salaried professionals and are awarded bonus payments based on team performance. This encourages teamwork and better outcomes because opportunities are shared around the entire team rather than being retained for the possibility of individual commission.

GLOBAL BRAND STRENGTH

The Michael Page brand is amongst the most widely recognised in the professional recruitment industry. Our global strength allows us to think and act beyond the boundaries of our location and business disciplines. When combined with our boutique-level understanding of local markets, we have the ability to source the brightest and most appropriate professionals for your business.

A REPUTATION FOR EXCELLENCE

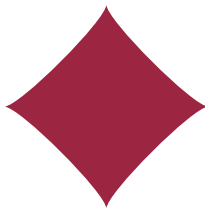
Personal referrals are our largest source of introductions and the majority of candidates register with us as a result of a referral or previous contact. This is a testament to the high level of professionalism and service that has established Michael Page as a market leader in the professional recruitment sector.

OUR RECRUITMENT FOCUS

Michael Page Sales specialises in recruiting professionals on both a permanent and contract basis, from graduate to director level. We have a strong track record in recruiting for blue chip multinationals and high profile Australian organisations. Each consulting team within Michael Page Sales delivers a boutique approach to recruitment, focusing on individual market sectors to ensure clients benefit from specialist knowledge and proven recruitment strategies.

These sector specialisations include:

- Consumer Goods
- Professional Services
- Media & Entertainment
- IT & Telecommunications
- Financial Services
- Public Sector / Not-For-Profit
- Business to Business



POWERFUL SOURCING SOLUTIONS

DATABASE

Michael Page offers one of the most extensive and accurate candidate databases in the Asia Pacific region. To ensure only the most suitable professionals are presented to our clients, candidates are only registered on the database once they have been interviewed and screened by a Michael Page consultant. All information is updated on a regular basis to ensure accuracy.



www.michaelpage.com.au

PRINT ADVERTISING

As one of the largest recruitment advertisers in the Asia Pacific region, we are able to secure prime media positioning which in turn ensures maximum response. This continued investment in media advertising has proven extremely effective in attracting high calibre candidates.

Key Account Manager

This innovative and progressive organisation is a major supplier of food and beverage products to national and international markets. Having pioneered numerous products this is an exciting opportunity to join a growing organisation that is customer focused and consumer driven.

Suit Food Technology Background ♦ \$75,000 Pkg + Bonus

In this growth focused role, you will work closely with senior management in driving business opportunities with new and existing accounts. Taking ownership over the sales process you will manage the NPD process from concept through to consumer and you will ensure there is a superior level of customer service to these accounts. Furthermore, you will be instrumental in seeking new business development opportunities.

You will be a driven sales professional with experience working within the food or beverage industry. You must have the passion and drive to succeed and the ability to think commercially into new ventures/opportunities. This is a rare opportunity to join an entrepreneurial team in an exciting period of growth and development.

To apply for this position, please go to www.michaelpage.com.au apply quoting ref:A182711 or call Michael Page on (02) 8292 2000 for further details.

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ONLINE ADVERTISING

Our website, www.michaelpage.com.au features job advertisements with banners throughout the site, as well as offers mini-sites for Employers of Choice and premium vacancies. Companies can choose to have their profile posted for maximum exposure, and all advertisements stay posted until the job is filled. We also partner with the leading employment websites in the Asia Pacific region.

Head of Client Relationships

ReD Prepaid Cards (Australia)

Retail Decisions (ReD) is a card issuer and a world leader in card fraud prevention and payment processing. ReD's prepaid card business is the leading provider of prepaid gift cards in Australia and part of a rapidly expanding group with additional presence in Europe and the USA. As a result of expansion, we seek to appoint a Head of Client Relationships for ReD Prepaid Cards (Australia) based in Sydney.

Strategic Account Management Role

Reporting to the Managing Director you will be responsible for all client relationships including ReD's largest accounts. Achieving overall client delight and retaining and growing the business are fundamental elements of this role.

The successful candidate will be able to establish, develop and leverage client relationships at the executive level. Knowledge of the cards and payments arena is an advantage. Exceptional account management skills, strategic selling capability and an astute commercial mind are all considered critical attributes to achieve in this pivotal role.

To apply for this position, please go to www.michaelpage.com.au apply quoting ref:AB42250 or call Michael Page on (02) 8292 2000 for further details.

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EXECUTIVE SEARCH

We have an in-house research team that is focused upon identifying key individuals within targeted industries. In appropriate circumstances, this allows us to proactively seek candidates who have both the professional skills and cultural 'fit' for a chosen position.

Advertising samples

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