

## Be part of a new era in Education Sales

- Pivotal sales roles
- Exciting opportunity to drive growth in new markets
- Supportive and dynamic working environment
- Attractive salary plus benefits

Gold Coast Institute of TAFE (GCIT) is the largest registered training organisation on the Gold Coast and is one of Australia's leading vocational education facilities. Established in excess of 32 years, GCIT caters for over 15,000 students per annum over 5 campuses and has been the recipient of many industry and student awards. GCIT has recently become an independent statutory authority and remains focused on producing highly skilled graduates who make a positive difference.

The GCIT Marketing and Sales department are seeking talented sales professionals to join a dynamic and progressive sales team focused on delivering our revenue targets, launching new products and driving growth in new markets. Successful applicants will have a strong track record in achieving sales targets, possess a flair for developing and maintaining client relationships, be a strong team player with excellent communication skills and enjoy a challenge.

### Manager, Domestic Sales Operations

Reporting to the Director, Domestic Business, this senior managerial role will lead and mentor the sales team to deliver on domestic revenue targets driving profitable business opportunities, developing sales plans, setting and managing the achievement of sales targets, and overseeing all client and industry relationship management.

### Senior Business Development Officer (Health and Community Services)

Within our innovative and rapidly growing Health and Community Services division, this senior sales role will lead the development of new business and high level collaborative partnerships. Responsibilities will include developing and managing key client relationships and contracts, maximising industry engagement and achieving commercial sales targets.

### Business Development Officers

**(4 positions available in various industries)**

- Health and Community Services
- Business
- Tourism/Hospitality and Hairdressing/Beauty
- General Education and Creative Industries

Supporting our educational training divisions these roles will expand the Institute's local, state and nationwide training in specialist industry sectors. They will work closely with key internal education stakeholders to identify and develop market opportunities, research, qualify and convert sales leads to achieve revenue targets and support engagement with industry.

### Schools Liaison Officer

A pivotal role in positioning GCIT as a leading institute within the secondary school and tertiary education sector, this role will develop and maintain relations with teachers and academics in high schools and universities, attend expos/events delivering presentations about GCIT courses, identify opportunities to partner with educational institutions to grow enrolments and support strong referral to GCIT.

Applicants are requested to address the assessment criteria found on the role description. To access a full role description please contact our Human Resources Department at: [recruitment.gcit@deta.qld.gov.au](mailto:recruitment.gcit@deta.qld.gov.au)

Applications will be accepted until 5:00pm Monday 19th July 2010. For a confidential discussion regarding this opportunity please contact the Marketing and Sales Department on 07 5581 8808.



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