



# Kiwi Families

## Passionate sales professional (fixed-term - 4 months)

[www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) is New Zealand's leading parenting information website with over 1500 pages of excellent information for passionate kiwi parents.

We are currently seeking an experienced sales professional to help showcase the [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) brand to businesses and organisations around New Zealand. The role will require you to work from home to identify and approach potential advertisers by phone, email and / or Skype. You will need to be able to work independently, have initiative and be persistent.

We are looking for a hard working, confident, experienced sales professional who has a genuine interest in advertising sales as a career and would love to be part of the [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) team. The position would ideally suit a someone who would like to return to the work force and retain flexibility in work hours.

Key aspects of this role include:

- Identifying potential advertisers for upcoming features on [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz)
- Make contact with potential advertisers via email
- Follow up contacts via email / phone / Skype
- Keep clear records of contacts identified and made
- Communicate progress regularly with our Advertising Director
- Participate in a weekly Skype meeting with the rest of the [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) team

Our dream person would be:

- Proactive and imaginative
- Persistent and not afraid to make cold calls
- Be able to work in a small team and keep good channels of communication via email, Skype and telephone

- Able to work from home with their own computer, landline and broadband connection
- Able to work under pressure and meet deadlines

You'll work with a small group of passionate parents who believe that [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) is awesome and contribute directly to the success of this company. We prefer some experience in advertising, but it's the right attitude and drive that will make you successful.

We know that [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) is a great brand and we're looking for the right person to help sell it! This role is largely commission-based and while we will pay a small number of hours per week, the bulk of what you earn will be based on sales. While this is initially a fixed-term position, there is the potential for it to become on-going.

If you're keen to join the passionate [www.kiwifamilies.co.nz](http://www.kiwifamilies.co.nz) team, send your cv and a bit about yourself to [admin@kiwifamilies.co.nz](mailto:admin@kiwifamilies.co.nz)