

CLIENT RELATIONSHIP CONSULTANT

The Australian Institute of Management (AIM) is an Australian business icon. As the only professional association for managers, and the largest private provider of management training and education in South Australia, AIM SA offers a comprehensive range of training and education.

To be part of our award winning organisation you will need to be able to effectively self-manage your time, substantiate your previous high performance results and have a client focused approach.

The Client Relationship Consultant - AIM Business School will be part of a modern workplace team with an exciting progressive culture. If you have the confidence to work autonomously while achieving results then this role could be for you. This role is to Build Relationships with continuing and potential Graduate School clients while achieving set KPI's.

Reporting to the General Manager Education and Business Services you will have:

- Proven achievement of sales targets
- Excellent communication skills
- Experience identifying and pursuing new business opportunities
- Strong negotiation and relationship building skills
- Exceptional networking and teamwork skills

Experience and knowledge of Post Graduate Education e.g. MBA is highly desirable. Educational services sales experience would be advantageous, but not essential.

In return, we offer a competitive remuneration package, including a performance bonus, linked to your contribution to the teams continued successful growth.

Interested? Please visit our website at www.aimsa.com.au to download a copy of the Position Description and instructions on how to apply. Please send applications to jobs@aimsa.com.au or for further information please contact Rachel Baulderstone, HR Consultant on 0416 293 447.

Applications Close COB Friday 10th February 2012.

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