

## Position Title: Client Relationship Manager –\$90k OTE

### Company Background and Job Purpose

NetSpot is an established eLearning Technology Services provider in the Australian Higher Education Sector, an official Moodle Partner and a BRW Fast 100 company.

Recent contract wins with many large and well regarded educational clients has created an opening for a client relationship manager to join a successful team which has developed an abundant client list and strong pipeline of new opportunities based on relationships of trust and integrity.

NetSpot's core values are:

- Partnership
- Flexibility
- Innovation
- Openness
- Professionalism

### Duties & Responsibilities

Reporting to the Senior Director, Business Development, you will have the opportunity to grow new business as part of a collaborative team. This is a dual sales and account management role which essentially involves understanding client problems and positioning NetSpot solutions and services for mutual success. The role commands a base salary plus laptop and a commission structure to comprise an attractive remuneration structure.

### Experience

This is an excellent opportunity to move from a role in Higher Education in Academic Development or eLearning Systems Management to a rewarding commercial environment where your consultative skills and boundless initiative will be highly valued.

Equally, this role could provide an outstanding springboard for an up and coming IT professional with service delivery management, consulting, pre-sales or account management experience in the Higher Education market to take their career to the next level.

### Education & Qualifications

NetSpot seeks a person in this role that our educational clients will readily identify with as being well credentialed to represent NetSpot products and services.

Our Client Relationship Manager 's possess:

- An understanding of working in a higher education context
- Exceptional interpersonal abilities and communication
- Proven understanding of the consultative process in positioning new technology services and have the ability to get on with their business growth strategies with initiative
- Consultative approach, dealing with people on all levels
- Strong negotiation and presentation skills
- A high attention to detail, with excellent time management skills

### To Apply:

This is a rare opportunity to get onboard with a fast-growing Adelaide-based eLearning Technology Services company which leads the Australian market and is well positioned to continue it's strong growth well into the future.

If you feel you have the requisite experience and skills please forward your CV with covering letter to Steve Watt, Senior Director, Business Development and Strategic Marketing using [employment@netspot.com.au](mailto:employment@netspot.com.au)

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