

## **The Role:** CEO – Q Ltd (Perth)

A truly unique opportunity to represent and grow some of Perth's, and Australasia's, leading digital brands as CEO of Q Ltd's Perth office and western region (WA, SA & NT).

In 2007 Q Ltd purchased a number of businesses operating in the fast growing digital space, one of these was Market United, Perth's leading Digital Agency. This established and successful business now forms the base of a rollout of all Q's digital services in the western region including; search marketing, performance marketing and media sales. Q requires a proven strategic thinker and smart operator to oversee the management and growth of all Q's activities in the region. Working alongside Q's Sydney and Auckland CEO's you will form Q's core strategy team reporting to the group MD/CEO.

- **Package:** \$200,000 + company bonus plan (+super)
- **Region:** Q Ltd West : Perth Office servicing Q's WA, NT and SA clients.
- **Revenue:** \$5m+ per annum (Perth Office), Group **\$27.5m**

## **Company Overview**

Q Ltd is an ASX listed (ASX:QXQ) group of digital agencies and assets servicing an extensive list of blue chip clients across Australian and New Zealand. The group consists of a number of brands and is operated as three key regions; West Australia, East Australia and New Zealand with offices in Perth, Sydney, Melbourne and Auckland.

Q Group Brands [www.QXQ.com.au](http://www.QXQ.com.au)

- **Thing** - Digital Strategy (inc. social media) [www.ThingDigital.com.au](http://www.ThingDigital.com.au)
- **MarketUnited** (MU) - Digital Agency (design & development) [www.MarketUnited.com](http://www.MarketUnited.com)
- **First Rate** - Search & Performance [www.FirstRate.com.au](http://www.FirstRate.com.au)
- **3Di** - Media Sales (agency & direct) [www.3Dinteractive.com.au](http://www.3Dinteractive.com.au)
- **QED** – Digital Assets [www.QEDigital.com](http://www.QEDigital.com)
  - Performance Ad Network [www.TPN.com.au](http://www.TPN.com.au)
  - Permission Database [www.GreatSurveySites.com](http://www.GreatSurveySites.com)
  - Promotions Platform [www.Keyway.com.au](http://www.Keyway.com.au)

Staff: 128 total staff across the group with 39 in the Perth office.

- 2 Strategy & Consulting
- 2 Media
- 7 Creative
- 13 Technical
- 11 Account Services
- 4 Management & Admin

## **Position Description**

Responsible for the profitable operation, growth and provision of all Q's services and products in the region. Ultimate responsibility for meeting or exceeding the region's budget.

- Reports to Q Ltd Group MD/CEO
- Works alongside Sydney & Auckland regional CEO's
- Assist in group strategy development
- Execution of strategy in region
- Development of regional budget
- P&L responsibility for region
- Regional oversight and management of:
  - Group's brands
  - Group's clients
  - Group's operations
  - Finance, HR, marketing, production, client services, administration

## **Experience & Skills**

- A strong 'can do' and 'results driven' attitude
- Passion and knowledge of digital services and sales
- A proven successful track record in problem solving and leadership
- Tertiary qualifications in business management, marketing or technology
- 10+ years experience in senior management positions within a technology industry
- Excellent written and verbal communicator with strong presentation and negotiation skills