

## Head of Digital – Market United (Sydney)

### Sydney (city fringe)

#### THE COMPANY

Market United [a wholly owned subsidiary of ASX:QXQ] with offices in Sydney, Perth and Auckland. We know the digital space backwards because we employ marketing gurus, creative guns & technical whizzes. We offer top end services and have a proven record of attracting and retaining a range of household name clients.

*Current key accounts (Sydney): **Subaru, Westpac & Chartis Insurance***

*Other key digital account (Perth/Auckland); **Murdoch University, Burswood, HBF. Contact***

*Q group key accounts; **Bankwest, Mortgage Choice, Teds, Vodafone, Big W, Shopping.com***

#### THE ROLE

If you are ambitious and someone with digital depth this is the role you have been looking for.

We are looking for someone who is more than just talk; you should be able to develop and maintain senior relationships, identify an opportunity, scope out the requirements, and quote and brief the creative and development teams effectively. You will need to be smart and have real in-depth digital experience.

This is a unique opportunity for a hands on digital strategy expert to build their career working alongside a highly motivated and capable team. This is a pivotal role within our Sydney office and you will need to be someone that can offer true digital credibility and represent Market United in the Sydney and Melbourne market.

In this autonomous, strategic role you will be responsible for developing and managing new and existing client relationships. You will be able to excite clients about the world of digital and use your digital experience to translate their needs into strategies that deliver against their business objectives.

#### THE RESPONSIBILITIES

- Working with existing accounts to maintain and increase spend
- Identifying opportunities within the group's extensive client base
- Identifying new business opportunities
- Pitching innovative digital ideas to these prospects
- Lead responses to RFPs
- Scope and quote accurately on digital projects
- Plan and manage online campaigns and web development projects

#### YOU ARE

- An experienced digital expert with 5+ years experience
- A problem solver with good organisational skills
- Passionate about the internet
- A team player who will inspire a project team

#### YOU HAVE

- An active and relevant network within the local digital industry
- Exceptional communication skills both verbal and written
- Tertiary qualifications (with good grades) in Communications/ Marketing or eCommerce

**REPORTING TO: Head of Q Ltd Agency (Sydney)**

**PACKAGE: \$120,000+** (depending on experience)

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