



Join South Australia's leading online marketplace helping local businesses grow online

Utilise your customer service and digital skills to build vendor eCommerce stores to drive new growth

Work as part of a dynamic, supportive and fun team with great rewards

ABOUT SHOP LOCAL SA

Shop Local SA is a company built on supporting a community that values buying from those in their local community. We have created an online marketplace for locals who want their hard-earned retail dollars to be invested back into local businesses, local families, local sporting clubs — their local community.

Shop Local SA is entering another growth phase with more businesses and customers using our online marketplace. We are seeking passionate, driven and community minded people to be part of our growth in South Australia and help make a real impact.

ABOUT THE ROLE

An exciting opportunity exists in our team for an experienced Business Relationship Manager / Sales Professional who enjoys building relationships and getting results. You will be a true professional who understands the sales process and knows how to build rapport quickly to close a deal.

In this role you will get the opportunity to engage with a large range of businesses daily to help them become part of the Shop Local SA marketplace and increase their brand exposure while growing their online sales. This will be achieved through phone calls, face to face visits, follow-up emails and some events/workshops. You will also work closely with our marketing, stakeholder engagement and IT teams to ensure a seamless end to end experience for each business.

WHAT YOU NEED

To be successful in this role, you will have proven experience in a similar business relationship, sales representative or account manager position. You will also:

- Be capable of self-generating leads when required and making the most out of all sales opportunities
- Have a solid ability when it comes to following a sales process, overcoming objections and closing the sale
- Have a proven track record in hitting sales targets, ideally with eCommerce
- Be a true professional who is dedicated to servicing your clientele and building lasting relationships
- Have exceptional communication skills both on the phone and in written form
- Love keeping your client records up to date in our CRM tool and be tech savvy
- Enjoy problem solving and thinking on your feet
- See yourself as an optimistic and collaborative team player, but can also work autonomously when needed
- And last but not least, bring passion and energy to genuinely help local businesses thrive online and make a real impact in our local community!

WHAT WE OFFER

We offer an attractive package to join our growing team. You will receive:

- A competitive remuneration with additional sales commission opportunities
- Excellent flexible work arrangements
- Access to ongoing training and development opportunities
- Travel opportunities within SA

A dynamic, supportive and fun work environment to ensure you can be successful in your role!

HOW TO APPLY

If this sounds like you and you are looking for a new challenge, an opportunity to genuinely make a difference, and are passionate about helping businesses prosper, then we want to hear from you!

Fill out the Form here <https://about.shoplocalsa.com.au/careers/>