



Account Manager / Senior Account Manager

- **Seeking a DVD & Blu-ray movies analyst**
- **Opportunity to work in a leading global market research agency**
- **Manage your own portfolio of multi-national movie distributors**
- **North Sydney location; supportive company environment**
- **Salary package up to c\$75,000, depending on experience**

The Company

GfK Group is one of the world's leading market research agencies and the world no. 1 in providing market intelligence to the technical consumer goods and home entertainment industries. A leader in sales research and market expertise, we work closely with major global distributors and retailers of consumer entertainment products, to help them make informed market decisions and develop their respective businesses.

The Position

We are looking for an energetic and self-motivated professional, who can demonstrate an understanding of the Australian DVD and Blu-ray retail industry. You will be given account management responsibilities for your own portfolio of video distributors, including 20th Century Fox, Warner Bros, and Paramount. The focus will be on building strong relationships with your key contacts, and ensuring GfK data is used throughout their organisation. Strong numerical skills will be required to validate, analyse and interpret large data sets, and advanced presentation skills are essential for the communication of your findings to the clients.

The Candidate

Essential:

- confident public speaker, experienced at presenting to, and interacting with, senior management;
- at least 3 years experience in the video industry;
- tertiary qualification;
- confident with dealing with large databases; and
- advanced Excel and PowerPoint skills.

You'll also enjoy working as part of a small team, and have the ability to work autonomously.

We provide our employees with excellent working conditions, on-going support, and the development opportunities that only a successful global company can provide. The working environment is friendly and supportive, and the company strongly promotes work-life balance.

Interested?

If you are excited by the sound of this role, please apply by forwarding your resume and a covering letter addressing the selection criteria to michael.elamrye@gfk.com.