



Reverse Marketer

Fixed term – Full Time

Are you a sales superstar who loves to get out and about meeting people but also doesn't mind cold calling?

Are you keen to work for a values-based organisation helping people achieve their employment goals?

What does a Reverse Marketer do?

The Reverse Marketer will be responsible for increasing employment prospects for our participants by proactively undertaking job carving activities and creating job opportunities through the hidden job market. A fantastic opportunity not to be missed!

This role is focused on employer engagement, marketing, and job placements. Whilst the Reverse Marketer will be based at one site, they may from time to time need to work in a different local area to assist our smaller sites.

What's involved?

- Taking action on opportunities and leads identified by the local job market and industry sectors.
- Locating suitable employment opportunities utilising various techniques to secure work for clients including Job carving, job creation, reverse marketing, cold calling and telemarketing.
- Managing and accurately record all activities in a timely manner, including client and employer records; contact details; and reverse marketing employer contact details.
- Providing appropriate follow up contact and support to clients and provide follow up contact with the employer or host when a client's employment has commenced.
- Managing updates of resumes and Employment Packs and forward to employers, hosts and organisations.
- Attending supported Job Interviews, whenever required or deemed necessary.
- Ensuring compliance with relevant legislation, regulations and contractual requirements ensuring that that all duties are conducted within an effective risk management framework.

What we expect from you:

- Demonstrated minimum 2 years sales and/or outbound cold calling experience.
- Highly developed interpersonal and negotiation skills.
- Experience in Employment Services, preferably with Disability Employment Services or JobActive.
- Excellent attention to detail and time management skills.
- The ability to work with numerous stakeholders and meet multiple competing deadlines.
- Provision of a customer focused service.

Who is Forrest Personnel?

For over 30 years we have be strengthening WA communities.



We provide people with injury, illness, or disability the opportunity to work and enjoy its life changing benefits.

We strengthen local businesses by making sure they benefit from passionate, skilled, and valuable employees through diverse and inclusive employment. We provide free recruitment services, access to funding for business and provide on the job support, wherever and whenever it's needed for as long as it's needed.

What can Forrest Personnel offer you?

- Competitive salary and fixed term contract until June 2023 with the possibility of extension dependant on DES program extension.
- Generous salary-packaging benefits (up to \$15,900).
- A company car
- Access to a wide range of learning and development opportunities, coaching and mentoring.
- Access to an Employee Assistance Program which offers free confidential counselling for you and your family.
- Access to discounted health insurance through our selected provider.

Everyone is welcome

Forrest Personnel is an Equal Opportunity Employer with a strong commitment to diversity in the workplace. We encourage applications from individuals with a disability, health condition or injury, as well as those with culturally diverse backgrounds.

Interested? Go ahead and apply now!

If you would like to be part of a caring, happy and energetic team, click on apply now and submit:

1. An up-to-date resume.
2. A cover letter telling us what skills and experience you'd bring and why you'd be great at this role.

Applications close 4pm 15th September 2021

Further details can be found on our website: www.fp.org.au or call us on 1800 224 548.

*FP reserves the right to withdraw this advertisement prior to the stated closing date.
Only applicants successful in progressing to the next stage will be contacted.*