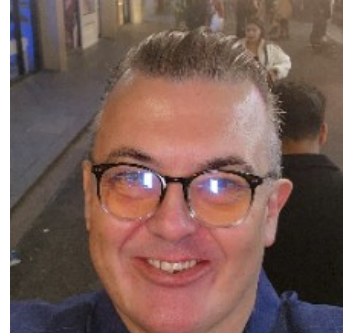




Goran Margeta



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Websites, Portfolios, Profiles

- <https://www.linkedin.com/in/goran-margeta-75a824b2/>
- https://www.writerduet.com/script/#Y98G1~***~branch=-NKjUt3Y6SVuU9Zxc3iC
- https://www.writerduet.com/script/#215X1~***~branch=-
- https://www.writerduet.com/script/#ES0I8~***~branch=-
- https://www.writerduet.com/script/#A9GSI~***~branch=-
- https://www.writerduet.com/script/#5RHO7~***~branch=-
- https://www.youtube.com/results?search_query=DALMALIKA+DELIGHTS

Skills

- Solid communication skills
- Integrity
- Creative thinking
- Salesforce
- Microsoft Word
- Premiere Pro
- Google Suite
- Power Point
- Excel
- Analytical skills
- Teamwork
- Multi-tasking
- Professional attitude
- Initiative
- Problem-solving
- Challenge-driven

- Work ethic
- Deadline management
- Adaptability
- Motivation
- Customer resolution
- Management skills
- Business acumen
- Attention to detail
- Sales vision
- Leadership skills
- Sales principles
- Commercial scheduling
- Knowledge of Zetta
- Knowledge of Tripleseat
- Knowledge of G Selector
- Content creation
- Sales strategies
- Marketing
- Promotions
- Reliability
- Results-driven



Work History

2021-01 - 2023-12

Creator and Owner

bleedBlue4Life Podcast, Melbourne

- Host of the weekly podcast that highlights everything about the Carlton Football Club
- Initiate and increase viewership
- Implement slideshow and videos for weekly presentations
- Arrange and conduct celebrity guest appearances
- Strategize and implement online presentation and run sheet for each show
- IT presentation
- Demonstrated exceptional attention to detail and problem-solving abilities in the face of complex design challenges, resulting in high-quality outcomes.
- Identified target audiences to analyze characteristics, behavior, and media habits.
- Increased brand awareness through the creation of eye-catching promotional materials for events, trade shows, and industry conferences.

1998-02 - 2016-01

- Developed innovative solutions to design challenges, leading to improved user experience on digital platforms.
- Streamlined project workflow for increased efficiency and productivity by implementing effective organizational systems.
- Conducted market analysis to guide creative direction of campaigns.
- Evaluated new technology tools to enhance content quality and production efficiency.

● Customer Service Representative

Lauda Airways

- Lead, mentor and train approximately 10-15 Telephone Sales Executives at any one time
- Proficient in MICE and SALESFORCE
- Strong creative and imaginative abilities
- Immaculate professionalism
- Consistently implement strong creative campaigns
- Prospecting and converting leads to sales by analysing market trends and implementing strategic proposals that converse conversation into sales
- Strategically create and implement Personal and Team Business Plans
- Outstanding professional presentation
- Acquire new renew current business either via telephone (cold calling) or face to face opportunities/bookings
- Account Management support
- Sponsorship and marketing
- Creating, executing, budgeting and hosting sales events consisting of anywhere between 10 to 460 people at any one time
- Outstanding organizational skills
- Resolving client complaints of bills, service and products through courage and professionalism
- Daily reporting of activities both in sales and general personal and team activity
- Participation of company campaigns and projects
- Revenue growth
- Immense resilience to problem solving and stressful deadlines
- Consistently monitor market trends that allow me to establish initiatives for new and current campaigns
- Retention leads
- Solid multitasker
- Performance manage individuals on a monthly to quarterly basis
- Maintain client information on daily data base
- Stay afloat with the changing landscape of the industry
- Adapt to constant company change by protocols, procedures and in house system upgrades
- Working with and providing updated information to stakeholders to ensure growth and progress
- Strong ability of team work and autonomous abilities
- Provide consistent and accurate reporting to management for company reporting

- Implement and monitor exhibitions to gather new business and further enhance the Lauda brand
- Create and initiate protocols and processes for the sales department including sales materials
- General administration duties as advised
- Collaborating and working closely with in house departments in targeting company goals
- Represent and present Lauda Airways presentations with senior management on a monthly basis
- Grow Lauda Airways awareness in the travel industry
- Direct reporting, to Stakeholders, Company Directors and CFO's
- Continuously create new strategies for department purposes in order to reduce cost and maintain sales/service level
- Maintain, develop and initiate client and business partner relationships
- Presentation of business proposals ranging from 10-200 people at any one time
- Perform with professional integrity, respect, trust and honesty at all times
- Weekly service of client listings, ensuring expectations are met by consistent monitoring of market trends in line with profit expectations
- Organizing, running and executing stake holder proposals and presentations as well as building and maintaining stakeholder relationships
- A confident relationship builder with outstanding interpersonal, verbal and written communication skills
- Ability to influence effective outcomes based on sound reasoning and advice
- Demonstrates a 'winning together' mindset by understanding the perspectives of others, creating a positive team culture, managing emotions and maintaining strong bonds
- Takes ownership of development and improvement, demonstrating awareness of behaviour and adapting based on feedback
- Key Account Management
- Have the ability to understand and identify commercial opportunities, being aware of business drivers and are up-to-date with industry knowledge
- Experience with CRM applications
- Wizard of turning challenges into triumphs, collaborating effortlessly with diverse stakeholders to ensure harmony in the symphony of events
- Strong ability to orchestrate intricate details with my experienced dedication to delivering excellence sets me apart
- Confident, knowledgeable, and end-to-end sales and planning enthusiast
- Effortlessly nurture positive and productive sales relationships
- I thrive in a team environment and relish the opportunity to develop my skills in a comprehensive planning role
- Resilient, staying calm and collected in busy or challenging times



Education

● **Bachelor of Arts: BACHELORS DEGREE FILM**

SAE Institute - Melbourne, VIC

My units undertaking are: Cinematography, Storytelling for the screen, Editing Principles and Techniques, Screen Studies and Principles.



Accomplishments

- Team Leader Award 2005, 2007 and 2009
- Volunteer organizing, leading and MCing Uni board functions for fundraising events
- Singlehandedly organized, lead and MC'd my wife's cancer fundraiser at the St Albans Saints Soccer Club in 2016
- Excellence of Sales Achievement Award 2005, 2008 and 2010
- Steadying the ship during the September 11th attacks
- Mentor of the Year Award 2005
- Sales Referral Training external course
- Reduction of turnover of staff
- Exceeded sales expectations on regular basis' 2000, 2003, 2005, 2010, 2011
- Introduction to Commercial and Corporate Sales Training
- Assistant Director for the 2017 Point Cook College Theatre Showcase
- Working in stringent deadlines to meet all daily business requirements in a professional manner
- Corporate and Commercial Relationship Building Award 2000, 2001 and 2005
- Superior communication, time management, professional high quality ethical standards and expectations



Interests

- Participating in cultural exchange programs and homestays.
- Enjoy participating in [\[activity\]](#) for overall physical and mental well-being.
- Community Cleanup
- Participating in local clean-up initiatives.
- DIY and Home Improvement



Availability

- I am right here, right now, ready and raring to go.