

# Janet Turner

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## **Career Objective**

Senior Account Manager where successful experience as an account manager and marketing manager together with strong customer service commitment, excellent organisation, communication and interpersonal skills will result in satisfied clients and increased business.

## **Professional Achievement Record**

### **Marketing Manager**

Grand Imperial Hotel, 2009-present

- Through targeted promotion, increased conference revenue by 27% over this time. This has been achieved through:
  - Identifying higher spending corporate organisations that hold conferences
  - Developing a targeted advertising campaign in relevant journals and publications to build awareness and profile of the hotel in the MICE sector
  - Building close working relationships with key professional conference organisers with clients in the higher yielding corporate sector and facilitating site inspections and familiarisation tours of the property

### **Account Coordinator and then Account Manager**

BCM Advertising, 2006-2009

- Maintained excellent relationship with my clients
- Developed and managed from the start the Teledome promotion

### **Marketing Officer**

Brisbane City Council, 1995-2006 (part-time until 2000)

- Led the team promoting the Brisbane Festival, 2002, 2004 and 2006

**Qualifications**

**Bachelor of Commerce**  
University of Queensland, 1978

- Major in HR

**Personal Information**

Born Ely, UK 23<sup>rd</sup> May 1957

Australian citizen since 1985

Health excellent Keen walker and sailor

Married 27 years; 2 adult children

**Referees**

Antonio Felicetti 9459 4014 (w)  
Senior Business Development afelicetti@grandimperial.com.au  
Manager  
Grand Imperial Hotel

Don Treadwater 0457 623 983 (w)  
(conference client) treadwaterd@qantas.com  
National President  
Australian Association of Aeronautical  
Engineers and  
Manager, Qantas Maintenance Section  
Brisbane

**Key Personal Strengths**

- Love challenge; quick to grasp complexities; can-do attitude
- Hard working, efficient and target-driven
- Committed to meeting and exceeding client expectations