

Looking for a job  
in risk insurance?  
**SEEK NO MORE**

[insuranceNEWS.com.au/jobs](http://insuranceNEWS.com.au/jobs)

**MEDIA KIT 2012**

**The industry's own dedicated jobs website**



## About

Forty-five weeks each year, insuranceNEWS.com.au publishes the latest industry news to more than 18,000 individual insurance professionals. It's by far the biggest audience of any general insurance publication, and it's growing every day.

It's also the best place to go when looking for a job in the insurance and risk industry.

insuranceNEWS.com.au/jobs is the online meeting place where jobseekers and recruiters connect.

Available to jobseekers 24/7, it features all the latest industry-relevant appointments and the ability to search and apply for jobs without subscription or cost to jobseekers.

Advertising on insuranceNEWS.com.au/jobs puts you instantly in reach of a large, industry-specific professional audience – accessibility that no other online or print publication in the insurance industry can offer.

Along with a listing on our dedicated job site, every job advertisement posted will also feature prominently under “Latest Jobs” on the insuranceNEWS.com.au homepage at no extra cost.

And unlike many other employment sites, you're fully in control of the promotion, application and information processes associated with your vacancy.

## We offer you direct access to:

- actuaries
- authorised representatives
- claims technicians
- clerical and support staff
- financial planners
- insurers
- insurance brokers
- lawyers
- loss adjusters
- risk assessors
- senior decision-makers
- superannuation advisers
- in fact, all risk insurance professionals



The most effective and efficient place to find industry jobs, and the cheapest (\$50 an ad, or less) and best way to find recruits



## Key Benefits

insuranceNEWS.com.au/jobs lets HR managers and recruiters capitalise on and build career and employment campaigns through:

- Guaranteed maximum exposure for your recruitment campaign across the entire insuranceNEWS.com.au community.
- A sophisticated and informative industry-specific platform that captures a highly skilled and in-demand workforce.
- A tailored recruitment solution targeting the people you want in this industry.
- insuranceNEWS.com.au/moves provides access to the latest appointments, while insuranceNEWS.com.au features employment news, including labour force trends and recruitment issues.

We're supported by some of the industry's biggest corporations

## Job Advertising

Create an instant and lasting impression on jobseekers. It's easy! Simply submit your vacancy and we'll create a job ad for you.

### Here's how:

Go to <http://www.insuranceNEWS.com.au/jobs>

### Create an Advertiser Account

Create an account by registering your details with us – you only need to do this once. In future, simply log in using your username and password.

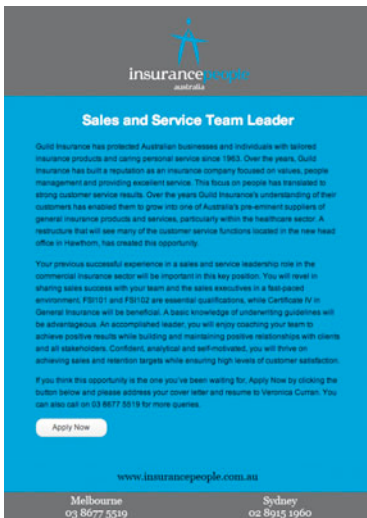
### Purchase Job Credits

Whether you advertise one job or purchase a job pack, use our secure PayPal online payment system to buy job credits. PayPal is an independent external payment system with very high standards of security and easy payment options.

1 Job Advertisement = 1 Job Credit

### Post a Job Vacancy

Submit your information in the required fields, upload your company logo, preview and publish your ad and it will be created for you. Within 24 hours your vacancy will feature on [insuranceNEWS.com.au/jobs](http://insuranceNEWS.com.au/jobs)



**insurance NEWS**  
australia

### Sales and Service Team Leader

Quid Insurance has protected Australian businesses and individuals with tailored insurance products and caring personal service since 1963. Over the years, Quid Insurance has built a reputation as an insurance company focused on values, people management and providing excellent service. This focus on people has translated to strong customer service results. Over the years Quid Insurance's understanding of their customers has enabled them to grow into one of Australia's pre-eminent suppliers of general insurance products and services, particularly within the healthcare sector. A restructuring that will see many of the customer service functions located in the new head office in Hawthorn, has created this opportunity.

Your previous successful experience in a sales and service leadership role in the commercial insurance sector will be important in this key position. You will revel in sharing sales success with your team and the sales executives in a fast-paced environment. FID101 and FID102 are essential qualifications, while Certificates IV in General Insurance will be beneficial. A basic knowledge of underwriting guidelines will be advantageous. An accomplished leader, you will enjoy coaching your team to achieve positive results while building and maintaining positive relationships with clients and all stakeholders. Confident, analytical and self-motivated, you will thrive on achieving sales and retention targets while ensuring high levels of customer satisfaction.

If you think this opportunity is the one you've been waiting for, Apply Now by clicking the button below and please address your cover letter and resume to Veronica Curran. You can also call on 03 8677 6619 for more queries.

[Apply Now](#)

[www.insurancepeople.com.au](http://www.insurancepeople.com.au)

Melbourne 03 8677 5319 Sydney 02 8915 1960



**CGU**

Who has what it takes to succeed?

**YOU?**

committed to the way

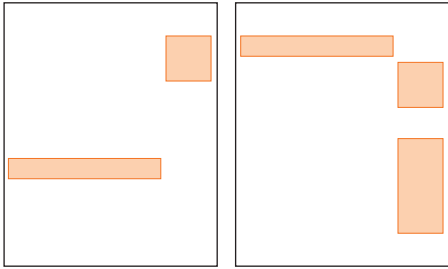
Sample job advertisements

More than 136,000 unique users visited **insuranceNEWS.com.au** generating over 2,126,864 pageviews Statistics independently verified by Google Analytics Jan-Dec2011

## Display Advertising

Jobs Homepage ↘

Section Page ↘



### Moves Advertising Pack

Build your company profile or promote a great job opportunity by sponsoring “moves” pages.

The package includes:

- Homepage “moves” banner and large tile advertising
- Exclusive advertising on all “moves” sub-pages
- Naming rights (eg. “Brought to you by...”) to the “moves” section
- Unlimited [insuranceNEWS.com.au/jobs](https://www.insuranceNEWS.com.au/jobs) job advertisements for the month or period of sponsorship
- Free links to your website or other designated URL

**insuranceNEWS.com.au** grew its subscription base from 4,800 subscribers to more than 18,000 in less than two years

# Advertising Rates

Advertising your first job is FREE\*

**Standard Job Ad** ..... \$50

- Valid for 30 days
- Logo included

**\*One free ad per company only**

## Standard Job Packs

Purchase 5 – save over 5% ..... \$235  
 Purchase 10 – save 10% ..... \$450  
 Purchase 20 – save 20% ..... \$800

## Recruiters' Contract Pack

A great option for recruitment agencies and large national firms

- Unlimited job advertisements over a 3, 6 or 12-month period
- Personalised job template
- Access to multiple job templates
- View your job statistics – views and applications

Purchase 3-months ..... \$2700  
 Purchase 6-months ..... \$4500  
 Purchase 12-months ..... \$7000

## Display Advertising

Moves Advertising Pack ..... \$2000

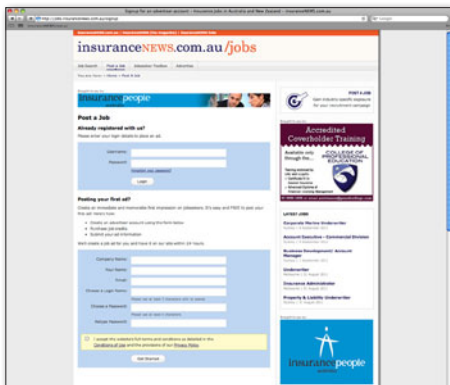
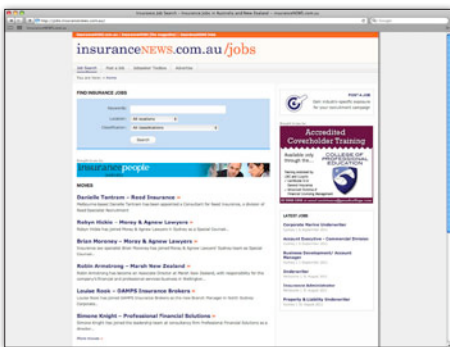
- Minimum contract 1 month

## Production Charges – Design and layout by McMullan Conway

- Accurate copy and design brief must be supplied
- One digital proof will be provided for checking
- Additional design changes attract an extra charge of \$25 each

Advertisement	GIF	Flash
Banner	\$90	\$POA
Tower	\$90	\$POA
Large Tile	\$90	\$POA
Job Template	\$150	NA

**Note: Prices do not include GST. The cost of purchasing images (if required) is additional.**



Targeted recruitment solutions 24/7

## General Conditions

The positioning or placement of a display advertisement is at the discretion of McMullan Conway Communications Pty Ltd (MCC) except where expressly agreed in writing.

Each job advertisement will only contain one vacancy unless otherwise agreed. MCC reserves the right to charge on a "per job" basis for any multiple job listings that appear within the same advertisement. We also reserve the right to remove any advertisements that are in breach of this condition.

Advertisers agree to not perform any cosmetic refreshing or reposting of advertisements purely for the purpose of restoring those ads to the top of any search listings.

Unless otherwise agreed, advertisers may only include branding on [insuranceNEWS.com.au/jobs](http://insuranceNEWS.com.au/jobs) that represents the company with whom MCC has a contractual arrangement.

Advertisers may only use an external application link and email address that is agreed by MCC.

To view the full terms and conditions go to [insuranceNEWS.com.au/conditions-of-use](http://insuranceNEWS.com.au/conditions-of-use)

## Cancellations\*

Cancellations will not be accepted by McMullan Conway unless received in writing.

Advertisements will be removed from [insuranceNEWS.com.au/jobs](http://insuranceNEWS.com.au/jobs) within 48 hours.

## Display Advertising Deadlines

Period Displayed	Booking Deadline	Material Deadline
January	December 1	December 15
February	January 3	January 17
March	February 1	February 15
April	March 1	March 15
May	April 1	April 15
June	May 2	May 16
July	June 2	June 16
August	July 1	July 15
September	August 1	August 15
October	September 1	September 15
November	October 1	October 15
December	November 1	November 15

**Note: No cancellations will be accepted after the booking deadline**

## Advertising Contacts

### Job Advertising

Naomi Conway

Tel: +61 3 9499 5538

Fax: +61 3 9499 5535

**Email: [jobs@insurancenews.com.au](mailto:jobs@insurancenews.com.au)**

### Display Advertising

Naomi Conway

Tel: +61 3 9499 5538

Fax: +61 3 9499 5535

**Email: [admin@insurancenews.com.au](mailto:admin@insurancenews.com.au)**

insuranceNEWS is published by

**McMullan Conway Communications Pty Ltd**

ABN 54 084 309 295

PO Box 116

Ivanhoe Vic 3079

Tel: +61 3 9499 5538

Fax: +61 3 9499 5535

Guaranteed maximum exposure across the entire **insuranceNEWS.com.au** community

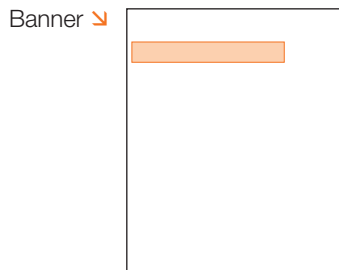
## Supplying Display Artwork

- Artwork must be supplied as an animated or static image (GIF) or animated Flash (SWF) file to [admin@insurancenews.com.au](mailto:admin@insurancenews.com.au).

### We ask that:

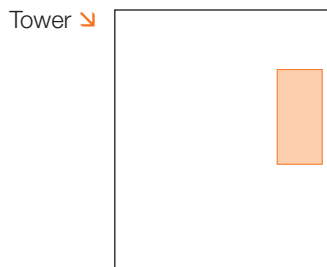
- Artwork containing moving animation be limited to 1-2 advertisements to minimise distraction to users.
- To enable readers without Flash to view all advertising, please supply static GIF files along with animated Flash files.
- Flash file links must be embedded in the final Flash file and coded to open in a new window.
- Artwork file should not exceed 30K.

## Mechanical Data



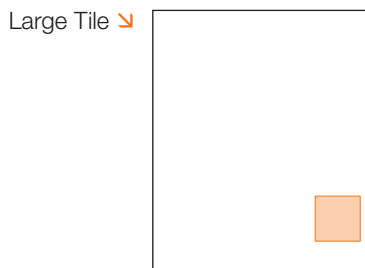
### Banner

Size – 620x45pixels  
File – GIF or SWF  
Rotation – unlimited  
External links embedded



### Tower

Size – 300x500pixels  
File – GIF or SWF  
Rotation – unlimited  
External links embedded



### Large Tile

Size – 300x250pixels  
File – GIF or SWF  
Rotation – unlimited  
External links embedded

Any questions? Ask us how  
**[admin@insurancenews.com.au](mailto:admin@insurancenews.com.au)**



## Supplying Job Template Artwork

Personalised job templates with your company's branding are available to advertisers.

- Artwork must be supplied as a static GIF file and should not exceed 30k in size.
- Your own design and company logo should feature at the top and bottom, the middle section should must be left blank.

Email template artwork to [jobs@insurancenews.com.au](mailto:jobs@insurancenews.com.au)

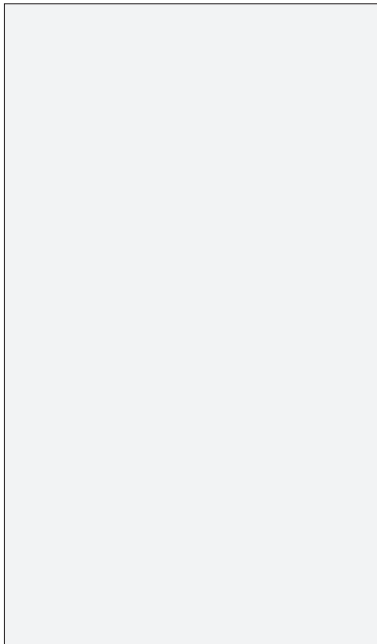
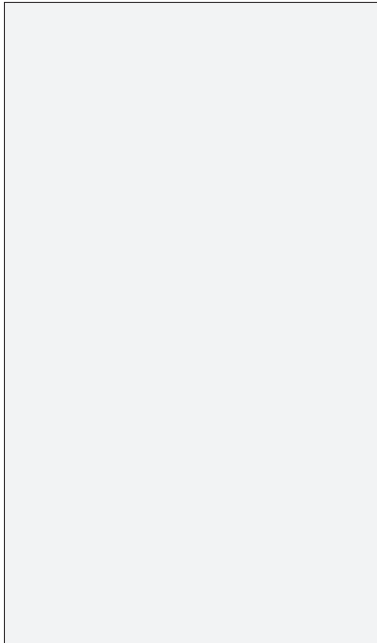
**McMullan Conway retains the right to refuse, withdraw or require amendments to any job template**

### Mechanical Data

Size – 580pixels wide

File – GIF

BLANK AREA:  
leave this area empty  
for job content



Sample job templates



Want to reach an additional 7500 risk industry professionals?  
Consider **insuranceNEWS** (the magazine) and contact  
Naomi Conway today on 03 9499 5538