

Sales Executive

Remuneration:	R30000 - R30000 per month basic plus commission
Location:	Johannesburg
Job level:	Mid
Type:	Permanent
Company:	Ad Talent Africa

Who are we:

We are a premium outdoor billboards and advertising company.

Who are we looking for:

We are looking for a Sales Executive to achieve sales targets and promote the company image as brand ambassador to agencies and direct clients.

What will you do:

Sales

- Monthly sales targets achieved
- Repeat business generated because of being a trusted advisor
- Successful campaigns run to thorough planning and active participation
- Close contact with the clients maintained regarding campaign strategies

New business/ up-weighting

- Thorough client research conducted via internet and other sources, secure meetings, do cold calling and obtain info about fiscal and strategies
- The workings and client strategies are uncovered
- Total media solutions offered to customers

Client relationship and services

- Agency sales results monitored to measure own success
- Included in briefs
- Attending events and PR functions
- Face-time with clients
- Queries solved successfully and deadlines are met, 24-hour turnaround time maintained
- Proof of flighting photos of campaigns provided
- Promotional gifts are planned, correct clients identified and delivered by sales

Administration

- Accurate master documents are in place
- Contracts are properly executed

- Sales calendars are maintained
- Sales tracker with forecast and pipeline up to date
- Complete awareness of client payments through interdepartmental communication maintained
- Company server information is 100% up-to-date

Sales intelligence

- Industry intelligence maintained
- Competitor intelligence maintained
- Market is continuously scanned through other advertising media and information used to access client/secure deals
- Excellent product knowledge maintained

What will you need:

- Grade 12 with sales or marketing training
- Five years advertising experience
- Solid relationships with agencies
- Proven sales record in the outdoor sales environment
- Good working knowledge of the MS Office suite
- Strong presentation skills
- Negotiation skills
- High level of communication skills
- Closing skills
- Some financial literacy
- Written business english skills
- Drivers licence with own vehicle

Skills

- Client service
- Closing
- Financial literacy
- Negotiating
- Outdoor advertising
- Sales

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See also: [Sales Representative](#), [Sales Consultant](#), [Sales Assistant](#), [Sales Agent](#), [Sales Executive](#), [Sales Person](#), [Sales Rep](#), [Vehicle Sales Cadet](#), [Sales and Marketing Consultant](#), [Sales and Marketing](#)

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