

## **Job Title**

- Sales Specialist (Advertising/Media)

## **Job Goals**

selling advertising space to different companies across a range of different online media.

## **Main Duties**

- We are looking for a highly motivated salesperson with a passion for media, to join our team of media in SABAVISION as Online Ad Agency
- In this role, you will be selling a suite of media, media-related planning and to Brands.
- The ideal candidate will be a 'Hunter' with proven experience opening new accounts and building c-suite relationships.
- Our ideal candidate will have worked with (or sold to) brand marketing teams; focus on media teams (Media Marketing Director type roles) a plus.

## **Requirements**

- Passion for digital advertising
- Knowledge of needs-based selling
- Proven success of increasing sales in a competitive marketplace
- CRM sales management software experience with a leading platform, preferably with Sales Force
- Excellent communication and presentation skills -- written and verbal
- Assertiveness, goal-orientation and self-motivation
- Ability to multi-task, handle pressure and work under deadlines
- Solid PC skills including proficiency with MS Office Suite, Power Point & Excel