

Key Account Manager

Remuneration:	negotiable cost-to-company
Location:	Roodepoort, Industria West
Education level:	Matric
Job level:	Mid
Own transport required:	Yes
Travel requirement:	Often
Type:	Permanent
Company:	The Citizen

Main responsibilities

- Grow the print advertising revenue.
- Analyse and identify business solutions for The Citizen and sell it to relevant advertisers.
- Service and maintain good customer relationships with client direct and advertising agencies.
- Create tailored solutions, which meet the client's advertising objectives.
- Identify and actively target new business.

Requirements

- Minimum four years' print advertising/media sales experience on advertising agency level and client direct level.
- Combination of previous print and digital selling experience.
- Market knowledge and insights.
- Ability to establish and maintain solid business relationships with direct clients.
- Sales or marketing diploma (IMM/AAA) an advantage.
- Previous experience within the media industry.
- Must be an absolute go-getter.
- Highly goal oriented and target driven.
- Innovative and strategic thinker.

Other requirements

- Matric or equivalent qualification
- Valid driver's licence - non negotiable
- Own transport - non negotiable
- Own cell phone

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