

Sales Executive

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| Location: | Gauteng |
| Remote work: | Only remote work |
| Type: | Permanent |
| Company: | Highbury Media |

Daddy's Deals is a South African marketing and social buying platform that has been curating high quality deals and experiences since 2011. We work with hand-picked, big-name businesses to offer our customers something special while our merchants get access to our ever-expanding database and various marketing initiatives. We believe in building trust with our customers and business partners for long-term success.

What we are looking for

This is a full-time remote role for a Sales Executive based in Gauteng. The Sales Executive will be responsible for identifying new business opportunities, pitching, and selling Daddy's Deals packages to potential clients, as well as maintaining and expanding relationships with existing clients, and meeting sales targets.

About You

- Minimum three years sales experience with a proven track record of meeting and exceeding sales targets within a lifestyle-based industry such as tourism, hospitality, concept selling, or similar.
- 60%+ of your time will be spent chasing new business; you will need to have a proven track record in new sales, as well as in business development of existing clients.
- Excellent communication and interpersonal skills, with the ability to build and maintain strong relationships with clients and internal stakeholders.
- Strong commercial background (i.e. understanding of volumes-based sales; margin negotiation)
- Excellent telephonic skills (this is NOT an email-only role)
- Must have reliable transport in order to visit potential clients.
- Ability to work independently and remotely, with a high degree of self-motivation and initiative.
- Demonstrated ability to prioritize and manage multiple clients.
- Strong admin / task-tracking skills
- Experience in the e-commerce or digital marketing industry is a plus.
- Qualification in Marketing, or related field

Posted on 08 May 10:19, Closing date 7 Jul

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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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