

# Key Account Manager

<b>Remuneration:</b>	negotiable cost-to-company
<b>Location:</b>	Roodepoort, Industria West
<b>Education level:</b>	Matric
<b>Job level:</b>	Mid
<b>Own transport required:</b>	Yes
<b>Travel requirement:</b>	Often
<b>Type:</b>	Permanent
<b>Company:</b>	<a href="#">The Citizen</a>

## 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

Posted on 30 Apr 12:38, Closing date 29 Jun

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