

Outdoor Advertising Sales Manager

Remuneration:	R60000 - R75000 per month market-related
Location:	Johannesburg
Job level:	Senior
Type:	Permanent
Company:	Ad Talent Africa

Who are we: A leading outdoor advertising business with operations spanning South Africa and across the African continent.

Who are we looking for: An experienced Sales Manager with OOH experience.

What will you do: Increase revenue by through strategy, high level client relationships, creating a positive sales culture, enhancing sales staff skills levels and motivation, and creating a trusted-advisor status.

What do you need

- A sales and marketing management diploma or equivalent
- Minimum three years' experience in a sales management capacity in a similar or media environment
- Strong sales strategy in the OOH / media sales arena
- Management and leadership
- Vast network at all levels in agencies
- High level negotiation skills
- Must be able to mentor the sales team to successful closure
- Strong understanding and experience in effective team target setting and achievement
- Effective planning and execution skills
- Strong process and contract management
- Outstanding communication and engagement skills
- Presentation skills
- Influencing skills
- Strong negotiator
- Ability to work under pressure
- Good interpersonal skills
- Attention to detail
- Deadline driven problem solving
- Analytical ability high level of integrity
- High level of professionalism
- Ability to influence others
- Proactive work behavior
- Takes responsibility

Skills

- Budgeting
- Management

- Sales

Posted on 08 May 10:21, Closing date 7 Jun

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

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