

Business Development/Sales Executive

Location:	Johannesburg
Job level:	Mid/Senior
Own transport required:	Yes
Travel requirement:	Occasional
Type:	Permanent
Company:	The Iconic Group

Job title: Business development/sales E=executive

Company: The Iconic Group

Location: Gauteng and Cape Town

Position Type: Full-Time

Level: Mid – Senior

Sales hunters only – this role is not for farmers.

Are you a driven sales professional with a knack for hunting new business opportunities? The Iconic Group, leaders in Hyper Proximity Media and Advertising, is seeking a dynamic New Business Sales Executive to join our global team. In this role, you will play a crucial part in expanding our business by identifying and securing partnerships with new clients and growing our agency relationships.

Key responsibilities

- New Business Development: Proactively identify and pursue new business opportunities in line with The Iconic Group's Hyper Proximity Media solutions stack.
- Client Relationship Management: Build and maintain strong, long-lasting client relationships by understanding their marketing needs and providing tailored solutions.
- Sales Strategy: Develop and execute effective sales strategies to achieve and exceed sales targets.
- Market Research: Stay informed about industry trends, competitor activities, and emerging technologies to maintain a competitive edge.
- Collaboration: Work closely with internal teams to ensure seamless execution and delivery of client campaigns.

Qualificatiob

- Self-starter with a stellar sales track record
- Strategic approach to sales and the ability to thrive in a fast-paced environment.
- Client-facing sales experience
- Excellent communication and presentation skills, with an aptitude for negotiation and persuasion.
- Proven experience in B2B sales; experience in out-of-home advertising is advantageous but not mandatory.
- Strong business acumen with the ability to understand client objectives and position relevant solutions.
- Self-motivated with a results-driven approach.

Benefits

- Competitive salary with an attractive commission structure.
- Opportunities for career advancement in a rapidly growing global company.
- Exposure to cutting-edge Hyper Proximity Marketing technologies.

How to apply

If you're a sales hunter ready to make a significant impact in the Hyper Proximity Marketing space, submit your resume and a cover letter highlighting relevant experience. Join us at The Iconic Group and be part of a team that transforms brand visibility and drives measurable ROI.

NOTE: The Iconic Group is an equal opportunity employer. We encourage candidates from all backgrounds to apply.

[The Iconic Group](#) is an OOH innovator, specialising in Hyper Proximity Marketing solutions – providing advertising solutions in retail, airport and corporate spaces for some of the most recognisable global brands.

Company Description

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Posted on 02 Apr 16:05, Closing date 31 May

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