

Advertising Sales Executive

Remuneration:	negotiable basic plus commission
Location:	Countrywide
Remote work:	Only remote work
Job level:	Mid
Own transport required:	Yes
Travel requirement:	Occasional
Type:	Permanent
Company:	TieMedia Group

As an advertising sales executive at TieMedia, you will play a vital role in driving our sales efforts and expanding our client base nationwide. You will be responsible for generating new business, building lasting relationships with clients, and exceeding sales targets. This is a challenging yet rewarding opportunity to showcase your sales skills and make a significant impact in the digital advertising industry.

Responsibilities:

- Identify and prospect potential advertising clients across various industries and market segments.
- Build and maintain strong relationships with new and existing clients, serving as their primary point of contact.
- Understand client objectives and tailor advertising solutions to meet their specific needs.
- Present and articulate the value proposition of TieMedia's advertising products and services effectively.
- Develop and execute strategic sales plans to achieve and exceed sales targets.
- Collaborate closely with internal teams, including marketing, creative, and operations, to ensure seamless campaign execution and client satisfaction.
- Provide regular sales reports and forecasts to the management team.

Skills:

- Proven track record of success in a sales role, preferably in advertising or media.
- Exceptional communication and negotiation skills, with the ability to influence and persuade clients effectively.
- Self-motivated and driven by achieving and surpassing sales targets.
- Ability to work independently and as part of a team in a fast-paced, dynamic environment.
- Excellent problem-solving skills and a strategic mindset.
- Willingness to travel frequently to meet clients and attend industry events.

Company Description

TieMedia is a dynamic publishing house, owning a diverse portfolio of media titles. With a commitment to excellence, we stand at the forefront of the ever-evolving media landscape, captivating audiences through various print and digital platforms.

We specialise in advertising solutions that help businesses reach their target audiences effectively. Our innovative approach, coupled with our strong industry partnerships, allows us to deliver exceptional results for our clients. As we

continue to experience rapid growth, we are seeking highly motivated and talented individuals to join our dynamic sales team.

Our media titles include:

AWSUM News is the biggest school news platform in South Africa, if not in the world and offers a multi-tiered communication platform to schools that include print and digital news for the last 10 years. We share daily school news that schools through-out SA submit to us on www.awsumnews.co.za - it doesn't stop with newspaper and online banner advertising. We publish special interschools editions for schools and sport tournaments, annual year planners and customised A4 school magnets for schools, providing an opportunity for local SME to promote their services to the parents of these schools.

LoveLocal is a local media partner for local businesses, connecting them with local people. In a world where people are bombarded with so much noise — marketing emails, ads, SMS, and an endless stream of content—we bring local service providers to residents to consider local purchasing before looking elsewhere. All ads include a QR code so advertisers can direct our readers to a destination of their choice and we have revolutionised the media industry by providing short-form videos (reels) as part of your advertising package.

Areas where we publish LoveLocal publications:

Bloemfontein | Kimberley | Upington | Kathu | Centurion | PTA-East | Amanzimtoti | Richards Bay & Empangeni | Pinetown & Hillcrest | Pietermaritzburg | George | Mossel Bay | Worcester | Paarl & Wellington | Brackenfell | Durbanville | Table View

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