



2015
Community
Station of the Year



PULPIT MEDIA GROUP

RADIO PULPIT

RADIO PULPIT is looking for a dynamic Sales Representative to recruit radio advertisement for our radio station.

KEY PERFORMANCE AREAS

- The recruitment of ad sales (on various platforms – radio, web, publication and projects)
- Establishes, develops and maintains business relationships with current and prospective clients in the assigned territory/market segment to generate new business for the organization's clients
- Makes telephone calls and in-person visits and presentations to existing and prospective clients
- Researches sources for developing prospective clients and for information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective clients
- Expedites the resolution of client problems and complaints.
- Analyses the territory/market's potential and determines the value of existing and prospective clients' value to the organization.

• Qualification and Experience:

- Relevant tertiary sales/marketing qualification will be advantageous
- At least 5 year's previous experience in sales
- **At least 2 year's previous experience in radio ad sales**
- **Working experience in Christian Community radio environment would be advantageous**
- **Established client base in Gauteng**
- **Proven sales track record**

• Computer literacy: Basic computer literacy (MS Office Package)

• Required skills and personal qualities

- Numerate for business (corporate)
- Innovative
- Communication (verbal & written) (including the ability to communicate to people on various levels and across cultural)
- Tenacity
- Results driven
- Delivery orientated
- Assertive & Confidence
- Stress handling and coping capability
- Integrity and accountability
- Negotiation and networking skills
- Selling skills
- The ability to work with difficult people and to handle professional rejection

• Valid driver's licence and own transport

- If you have not heard from us within 30 working days of the publication date, please consider your application unsuccessful.

Salary: Fixed amount + Commission (Based in Pretoria)

Enquiries: Ankia du Plessis at ji@radiokansel.co.za on/before 31 August 2017.



your daily companion • jou daaglikse reisgenoot