



## RADIO PULPIT SALES REPRESENTATIVE OPPORTUNITY

**RADIO PULPIT** is looking for a dynamic Sales Representative to recruit radio and related advertising for our radio station and media company.

### KEY PERFORMANCE AREAS

- The recruitment of ad sales (on various platforms – radio, web, publication and projects)
- Establishes, develops, and maintains business relationships with prospective and current clients in the assigned territory/market segment to generate new business for the organization's clients
- Makes telephone calls, meets digitally, communicates electronically and in-person with prospective and new clients and develops 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 qualifications 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 a Christian Community radio environment would be advantageous**
- **Established client base in Gauteng and surrounding areas**
- **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 cultures)
- Tenacity
- Results-driven
- Delivery-orientated
- Assertiveness & 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 license and own transport

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

**Applications:** [jobs657@radiokansel.co.za](mailto:jobs657@radiokansel.co.za)

**Salary:** Fixed retainer amount (all inclusive) + commission (based in Gauteng)

**Retainer amount is linked to target.**



your daily companion • jou daaglikse reisgenoot