National Sales Manager

Location:	Johannesburg
Education level:	Degree
Job level:	Management (Snr - Executive, 5+ yrs)
Type:	Permanent
Company:	Orca Media [Pty] Ltd

Responsibility of a sales manager:

- Lead and mentor the ORCA Media sales team with a focus on driving sales growth and achieving targets.
- Motivate individuals and teams to exceed targets by fostering a culture of accountability and excellence.
- Oversee the ORCA Media sales team and provide guidance on sales strategies and processes.
- Motivate individuals and teams to reach goals, using reports that document sales projections, actual revenue, and other metrics.
- Recruit, onboard and train sales professionals to achieve goals in line with ORCA values.
- Conduct regular performance evaluations and provide honest feedback to support professional development.
- Identify, train and develop highpo within the team.
- Track and record sales trends and other related data to improve supply and demand strategies and maximise profits.
- Analyse sales data and market trends to identify opportunities for growth and optimise sales strategies.
- Work closely with, chief revenue officer to improve market positioning according to market data.
- Responsible for managing and servicing handle large accounts or major clients.
- identifying and pursuing new customers (direct and agency) platform and solutions.
- Build and maintain strong relationships with clients and partners, leveraging your honesty and track record to instil confidence.
- You'll also conduct client presentations to promote our products and solutions to new customers.

Qualification and experience:

Minimum:

- Sales and marketing degree/ postgrad qualification.

Ideal:

- A degree in sales and marketing, advertising.

Experience:

Ideal:

- Demonstrated track record of success in sales leadership roles, with a minimum of 5-10 years of experience.
- Proven ability to drive sales growth and exceed targets in a fast-paced and competitive environment.
- Min of six years' experience in selling radio; national/ commercial/ community radio.
- Strong knowledge base of the advertising (media sales) industry, competitors, and stakeholders.
- Established reputation for honesty, integrity, and ethical conduct in all business dealings.

- Track record of building and managing high-performing sales teams.

Skills:

- Exceptional sales and negotiation skills, with a focus on driving results
- Strategic thinker with the ability to develop and implement effective sales strategies
- Strong analytical skills, with the ability to interpret sales data and market trends.
- Sales knowledge: Effective national sales managers often have an extensive understanding of sales funnels, processes and functions.
- Proven leadership abilities, with a focus on honesty, integrity, and transparency
- Ability to build and maintain strong relationships with clients and partners.
- Proficiency in Microsoft Office Suite and CRM software.
- In addition to the above, ORCA Media offers a supportive and collaborative work environment where honesty and integrity are valued. We are committed to providing our team with opportunities for growth and development as we continue to expand our presence in the media industry.

In alignment with our company values, the National Sales Manager will be responsible for entertaining clients as needed to strengthen relationships and facilitate business partnerships. This may include hosting dinners, attending social events, and engaging in activities that align with the interests of our clients.

Posted on 25 Mar 12:52, Closing date 24 May

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