

Sales Executive - Rooi Rose

Location: Cape Town
Type: Permanent
Company: [Highbury Media](#)

Highbury Media T/A Habari Media is a media powerhouse, whose world-class titles connect brands to targeted audiences. We are currently seeking sales executives to join our dynamic sales team working at our Pinelands, Cape Town offices.

The successful candidates will be selling print and digital advertising on **Rooi Rose**.

The successful candidate must be able to:

- Sell print and digital advertising
- Determine the target audience
- Conduct research to understand client and business needs
- Source and maintain new clients/leads
- Inform the potential client of the brands and its benefits
- Develop an “angle” to affirm the relevance between product/service and publication you represent
- Close a deal

Requirements for the position:

- Preferred, prior telemarketing and/or “customer service” experience is a plus
- Strong command of the English language – with good verbal and written communication skills
- Strong negotiation skills with the ability to handle objections and close deals
- Ability to work independently and be self-motivated
- Resilient and enthusiastic
- The applicant must be professional and target-driven
- Fluent in Afrikaans

Posted on 26 Mar 10:41, Closing date 25 May

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See also: [Sales Consultant](#), [Sales Representative](#), [Sales Assistant](#), [Sales Agent](#), [Sales Executive](#), [Sales Manager](#), [Sales Person](#), [Sales Rep](#), [Sales and Marketing](#), [Sales and Marketing Consultant](#)