



## *Accounts Executive New Media*

The above vacancy exists within the Sales Division: Broadcast and On-Line Transmission and reports to the Manager: Broadcast and On-Line Transmissions. The purpose is to provide value adding convenience to Broadcasters and Music On-Line Users primarily through licensing and other related activities. The ideal candidate will be someone who has successfully completed Matric with 3-4 years "cold canvassing" sales experience. A post matric degree/diploma in Marketing / IT / Law / Sales/ Copyright or any other relevant field will be an advantage.

### **Key Performance areas:**

- New Business Sales.
- Client Relationships.
- Compliance Queries.
- Market Intelligence.
- Query resolution
- License renewals

### **Minimum requirements:**

- Valid Code 08 Driver's License.
- Candidate must be prepared to undertake country trips.
- Competent PC and keyboard skills, including working knowledge of Word Processing and Spreadsheet packages.
- Candidate should have excellent knowledge of interactive and digital mediums
- Working knowledge of social networking, video, audio and other on-line tools which will assist in increasing revenue for this portfolio
- Knowledge and exposure /experience in New Media a must.

### **Core Competencies:**

- Product knowledge including systems and technology. Prospecting ability
- Legal background and/ or exposure to Copyright law will be an added advantage
- Influencing, negotiating & prospecting skills.
- Interpersonal, communication & presentation skills.
- Problem solving ability.
- Information seeking.
- Sales techniques.
- Assertiveness.
- Initiative.
- Relationship building ability
- Internet/ Web researching abilities

If you are confident that you have the **necessary qualifications** and **experience** to perform the above duties as well as have excellent administrative skills with the ability to handle pressure, please forward your CV in confidence to [cv@samro.org.za](mailto:cv@samro.org.za)