



SAMRO

Southern African Music Rights Organisation

JOB VACANCY ADVERTISEMENT

Accounts Executive Mechanical Rights Licensing

The above vacancy exists within the Mechanical Rights Division and reports to the Mechanical Rights Manager. The purpose of this role is to ensure growth in Mechanical Rights revenue by building relationships with all stakeholders. The ideal candidate will be someone who has successfully completed Matric. A minimum of 2 years selling experience is essential.

Key Performance areas:

- New Business Sales.
- Client Relationships.
- Compliance Queries.
- Sales revenue.
- Query resolution

Core Competencies:

- Product knowledge including systems and technology.
- A good knowledge of the music industry specifically pertaining to intellectual property rights management.
- Knowledge of licensing broadcasters would be an advantage.
- Problem solving ability.
- Assertiveness.
- Initiative.
- Relationship building ability

Minimum requirements:

- Influencing, negotiating and prospecting skills
- Interpersonal and communication skills.

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 email your cover letter and CV to: cv@samro.org.za