

MUSLIM VIEWS

VACANCY

ADVERTISING SALES REPRESENTATIVE

Muslim Views requires the services of an experienced Advertising Sales Representative for print and online sales.

We service a niche market and require the expertise of a highly motivated and dynamic salesperson to join our sales team. The successful candidate will utilise professional sales and customer service skills and apply the unique selling

proposition of our flagship print edition, our online edition and our latest product, a newsletter, across the various social media platforms to current and potential clients.

The sales representative is expected to offer innovative marketing and advertising solutions to clients in the current trading environment.

Responsibilities

- Your primary focus is to build on the existing client base of the company by acquiring new clients to place advertisements on any of all our publishing platforms.
- Make contact through cold calling and networking, and scheduling appointments remotely and/or in person.
- Achieve sales targets as determined by management.
- Familiarise yourself with the editorial and advertising policies of the company.
- Familiarise yourself with the relevant niche market of all the company's brands and platforms.
- Develop viable special section and supplement concepts for all our platforms with a view to generate advertising revenue.
- Service clients from the stage of pitching sales to the settlement of account, including follow-up with signed contracts and technical liaison.
- Review advertisements with customers and obtain approvals on the final advertising copy and schedule.
- Engage clients with editorial and advertising requirements and protocols, including adherence to relevant technical specifications and deadlines.

Requirements and Attributes

- Proven experience in media advertising sales
- Strong understanding of print, online and social media advertising
- Access to your own vehicle for transport
- Proficiency in Word, Excel and the ability to search and research leads and data online
- Commitment to excellent customer service
- Excellent written and verbal communication skills
- Have a keen eye for detail and strong organization and time management skills

If you're interested in this position please forward your CV, together with a covering letter to sharief@muslimviews.co.za