

## Key Sales / Account Executive – SHAREit

SHAREit is the world's leading file sharing APP. With over 18m users in South Africa, SHAREit offers an unrivalled opportunity to reach a unique audience in the local and pan African market.

## PerformDMAfrica

PerformDM, is a pan African media sales house representing some of the world's leading tech partners and platforms. These include SHAREit, WeTransfer, Deezer, Teads, BMG and SuperAwesome .

## About The Role

We are looking for an experienced Sales Account executive in Johannesburg to continue the growth of SHAREit's presence in the advertising world. Digital sales experience and a strong contact base in agencies is a must.

The position requires daily interaction with clients and agencies in person and via video link with our agencies and brands.

This role comprises the following responsibilities:

- Drive revenue targets against new and existing clients.
- Achieve quarterly sales targets
- Provide media options on SHAREit to clients and agencies
- Manage brand direct and agency relationships
- Engage with campaign management team
- Prospect new clients and agencies
- Present and educate clients on media options available on SHAREit

## Requirements

- Digital sales experience (minimum 3 years)
- Direct client and agency contact
- Knowledge of the digital landscape in South Africa
- Knowledge of South African agency landscape is a must
- Well spoken and confident in presentations.
- Own transport
- Must be a SELF start and motivated to earn big commissions.

## Benefits

- A competitive salary and sales commission incentives
- Performance bonus structure.
- Flexible hours with remote working

- Opportunity to be part of a global team
- Travel opportunities on global conferences.
- Ability to work with and learn other products