**Job description**

**Account Manager / Sales Exec - South Africa**  
  
**About PerformDM**  
  
PerformDM is a leading PAN African media sales partner, representing some of the world's leading digital brands. These include – SHAREit, WeTransfer, Teads, Deezer, FramePlay and SuperAwesome.

**Role details:**  
PerformDM, in conjunction with our partners, are looking for a SNR Account / Sales executive to work with the existing sales team to grow revenue opportunities for the region.  
  
**Key Responsibilities:**

* Identifying and building direct relationships with major agency groups and direct clients and in the SSA region to support ad monetisation across the partner network.
* Presenting to agencies and clients on digital and advertising opportunities.
* Achieving sales targets for product.
* Working on client innovations and building partner campaign opportunities
* Educating clients on global best practices, impact, reach/frequency and performance-based ad solutions;

**Candidate credentials:**

* 2+ years of digital advertising sales and business development experience in a senior role with a digital publisher, sales house or mobile APP company.
* Agency and direct client experience.
* Experience presenting at top level
* Core group of contacts in JHB agencies and direct clients
* Experience handling large sales targets/budgets.
* Very strong presentation and communication skills.
* Strong network with key clients and agencies in SSA;
* Very high entrepreneurial skillset and drive, as job will require defining new procedures and go to market strategies.

**Benefits:**

* Highly competitive salary with bonus and COMM structure.
* Flexible remote working opportunities
* Opportunity to build a career with an international partner
* Contribute to the growth of one of Africa’s leading brands.