

JNR 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 JNR sales 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:

- Work with the sales team on SHAREit brand.
- Allocation of clients to nurture and grow.
- Liaise between SNR sales executive and clients when needed
- Manage brand direct and agency relationships
- Engage with campaign management team
- Help with new client prospects, research and presentations.
- Attend presentations, follow up and opportunities

Requirements

- Digital advertising sales or agency experience – 1 year
- Agency / client contacts a bonus.
- Knowledge of the digital landscape in South Africa
- Knowledge of South African agency landscape is a must
- Well spoken and presentable
- Must be a SELF start and motivated to earn big commissions.
- Computer literate – Excel, word, PPT.

Benefits

- A salary and sales pool commission incentives
- Performance bonus structure.
- Flexible hours with remote working
- Opportunity to be part of a global team

- Ability to work with and learn other products