

KINDLY NOTE:

All applications should be made via email to za_recruitment@jcdecaux.com and state the position in the subject line. The company is under no obligation to fill these positions, should you not receive any correspondence within two weeks of applying, please consider your application as unsuccessful.

Should you be interested, please email your application or request an indepth job description for your perusal

Kindly note that first preference is given to National Citizens of the country

We have 4 positions available.

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1. Job Title: Sales Account Executive - Namibia

Qualifications and Experience

- Matric
- A minimum of 3 years sales experience, preferably in the advertising industry
- Previous client services liaison experience will be an added advantage

Roles and Responsibilities

- Sell all available media types, educating and advising clients on advertising layout, wording, colours, etc
- Handles all calls and appointments professionally and efficiently offering superior and excellent service
- Complete all contracts and relevant admin timeously
- Achieves and exceeds individual monthly target, thereby contributing to the overall revenue budget of the department
- Ensures all signage is in good condition at all times, as well as reporting any maintenance, accident or construction to the operations department in all areas
- Seeks new business opportunities by cold calling
- Follows up on renewals and pending deals, and contacts existing clients on a regular basis offering excellent after sales service
- Takes responsibility in resolving customers queries and complaints
- Returns messages and responds to fax and e-mail messages timeously
- Attends weekly sales meetings and workshops, functions and any other company related excursions that may continue after normal business hours
- Keeps abreast of product knowledge, competitors and the outdoor advertising industry
- Perform ad hoc duties as and when necessary
- Maintains all company discipline, policies and department standards and retain confidentiality at all times

Attributes

- Excellent telephone manner and interpersonal skills
- Must be a team player
- Good admin abilities and attention to detail
- Good communication and presentation skills
- Ability to work under pressure
- Ability to work in a competitive environment
- Resilient disposition

2. Job Title: Senior Sales Manager - Botswana

Minimum Requirements:

- Matric and a tertiary qualification (in Sales and/ or other related fields)
- A minimum of 7-10 year's sales experience, preferably in a Multi- National Corporation (Media industry- advantageous)
- Must have a minimum of 3 years supervising/ managing a team
- Previous client services liaison experience will be an added advantage

Key Tasks and Responsibilities

- Drive and motivate Sales Staff
- Manage the Sales Budgets of all sales staff and accurately report on sales activity and forecasts.
- Assist with Sales Training
- Drive new business and manage existing client relationships
- Project Management of divisions identified as problem areas from time to time
- Manage Rate Negotiation
- Deliver presentations at all levels
- Deal with day- to- day issues with the head office and branch sales teams
- Address internal/external marketing and PR initiatives as required

Attributes

- Must be a passionate sales individual
- Must have a favourable understanding of the advertising and the FMCG industry
- Must be Results driven
- An excellent communicator with very strong interpersonal skills
- A decision- maker who can work under extreme pressure
- Work without supervision
- Must be hands on and able to close deals
- Must be computer literate. (Excel, PowerPoint, Word and Outlook)
- Must be prepared to travel when the need arises

General:

It should be noted that the above list of tasks and responsibilities is not exhaustive, and that your Line Manager is entitled to instruct you at any time to carry out additional duties or responsibilities, which fall reasonably within the ambit of the job description, or in accordance with operational requirements.

3. Job Title: Sales Executive - Malawi

Minimum requirements:

- Marketing Degree / Diploma or equivalent BCom/IMM
- Must have at least 5 years Sales experience
- Previous advertising agency experience advantageous
- Must be Malawi citizen
- Must be computer Literate – MS Office

Key Tasks and Responsibilities

- Drive and motivate Sales Staff
- Manage the Sales Budgets of all sales staff and accurately report on sales activity and forecasts.
- Assist with Sales Training
- Drive new business and manage existing client relationships
- Project Management of divisions identified as problem areas from time to time
- Manage Rate Negotiation
- Deliver presentations at all levels
- Deal with day- to- day issues with the head office and branch sales teams
- Address internal / external marketing and PR initiatives as required

4. Job Title: Nigeria- Sales Executive

The Company

€3,393m - JCDecaux is listed on the Eurolist of Euronext Paris and is part of the Euronext 100 and Euronext Family Business indexes - JCDecaux is part of the FTSE4Good and Dow Jones Sustainability Europe indexes - N°1 worldwide in street furniture (559,070 advertising panels) - N°1 worldwide in transport advertising with more than 220 airports and 260 contracts in metros, buses, trains and tramways (354,680 advertising panels) - N°1 in Europe for billboards (169,860 advertising panels) - N°1 in outdoor advertising in Europe (721,130 advertising panels) - N°1 in outdoor advertising in Asia-Pacific (219,310 advertising panels) - N°1 in outdoor advertising in Latin America (70,680 advertising panels) - N°1 in outdoor advertising in Africa (29,820 advertising panels) - N°1 in outdoor advertising in the Middle-East (16,230 advertising panels) - N°1 worldwide for selfservice bike rental scheme: pioneer in eco-friendly mobility - 1,117,890 advertising panels in more than 75 countries - Present in 4,280 cities with more than 10,000 inhabitants - Daily audience: more than 410 million people - 13,030 employees

Minimum Requirements

- Diploma / Degree in Sales & Marketing is required
- A minimum of 3 years sales experience, preferably in the advertising industry
- Previous client services liaison experience will be an advantage
- Must be a Nigeria Citizen

Roles and Responsibilities

- Sell all available media types, educating and advising clients on advertising layout, wording, colours, etc
- Handles all calls and appointments professionally and efficiently offering superior and excellent service
- Complete all contracts and relevant admin timeously
- Achieves and exceeds individual monthly target, thereby contributing to the overall revenue budget of the department
- Ensures all signage is in good condition at all times, as well as reporting any maintenance, accident or construction to the operations department in all areas
- Seeks new business opportunities by cold calling
- Follows up on renewals and pending deals, and contacts existing clients on a regular basis offering excellent after sales service
- Takes responsibility in resolving customers queries and complaints
- Returns messages and responds to fax and e-mail messages timeously

The logo for JCDecaux, featuring the company name in a bold, dark blue sans-serif font. The text is positioned to the right of a thin blue L-shaped line that forms a partial frame around the top and left sides of the text.

JCDecaux

- Attends weekly sales meetings and workshops, functions and any other company related excursions that may continue after normal business hours
- Keeps abreast of product knowledge, competitors and the outdoor advertising industry
- Perform ad hoc duties as and when necessary
- Maintains all company discipline, policies and department standards and retain confidentiality at all times.