

Business Development/Sales Executive

Location:	Johannesburg
Job level:	Mid/Senior
Own transport required:	Yes
Travel requirement:	Occasional
Type:	Permanent
Company:	The Iconic Group

Job title: Business development/sales E=executive

Company: The Iconic Group

Location: Gauteng and Cape Town

Position Type: Full-Time

Level: Mid – Senior

Sales hunters only – this role is not for farmers.

Are you a driven sales professional with a knack for hunting new business opportunities? The Iconic Group, leaders in Hyper Proximity Media and Advertising, is seeking a dynamic New Business Sales Executive to join our global team. In this role, you will play a crucial part in expanding our business by identifying and securing partnerships with new clients and growing our agency relationships.

Key responsibilities

- New Business Development: Proactively identify and pursue new business opportunities in line with The Iconic Group's Hyper Proximity Media solutions stack.
- Client Relationship Management: Build and maintain strong, long-lasting client relationships by understanding their marketing needs and providing tailored solutions.
- Sales Strategy: Develop and execute effective sales strategies to achieve and exceed sales targets.
- Market Research: Stay informed about industry trends, competitor activities, and emerging technologies to maintain a competitive edge.
- Collaboration: Work closely with internal teams to ensure seamless execution and delivery of client campaigns.

Qualificatiob

- Self-starter with a stellar sales track record
- Strategic approach to sales and the ability to thrive in a fast-paced environment.
- Client-facing sales experience
- Excellent communication and presentation skills, with an aptitude for negotiation and persuasion.
- Proven experience in B2B sales; experience in out-of-home advertising is advantageous but not mandatory.
- Strong business acumen with the ability to understand client objectives and position relevant solutions.
- Self-motivated with a results-driven approach.

Benefits

- Competitive salary with an attractive commission structure.
- Opportunities for career advancement in a rapidly growing global company.
- Exposure to cutting-edge Hyper Proximity Marketing technologies.

How to apply

If you're a sales hunter ready to make a significant impact in the Hyper Proximity Marketing space, submit your resume and a cover letter highlighting relevant experience. Join us at The Iconic Group and be part of a team that transforms brand visibility and drives measurable ROI.

NOTE: The Iconic Group is an equal opportunity employer. We encourage candidates from all backgrounds to apply.

[The Iconic Group](#) is an OOH innovator, specialising in Hyper Proximity Marketing solutions – providing advertising solutions in retail, airport and corporate spaces for some of the most recognisable global brands.

Company Description

The Iconic Group is an OOH innovator, specialising in Hyper Proximity Marketing solutions – providing advertising solutions in retail, airport and corporate spaces for some of the most recognisable global brands.

Posted on 02 Apr 16:05, Closing date 31 May

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