

Telesales Representative

Remuneration:	basic plus commission
Benefits:	Pension / Provident Fund, Competitive medical insurance
Location:	Durban, New Germany
Education level:	Matric
Job level:	Mid
Type:	Permanent
Company:	Caxton Local Media

Join our dynamic team: telesales representative

Are you a go-getter with a passion for sales? Do you thrive on achieving targets and love connecting with new businesses? Look no further! We're seeking a motivated telesales representative to join our vibrant team.

About us: We are a leading multimedia advertising company, specialising in promoting small and medium-sized businesses. Our innovative solutions empower businesses to reach their full potential through effective marketing strategies.

Role overview: As a telesales representative, you'll play a pivotal role in driving business growth. Your mission? To connect with potential clients, understand their needs, and present tailored advertising solutions. Your enthusiasm, resilience, and teamwork will be key to your success.

What you'll do:

- **Prospect and engage:** Reach out to businesses via phone, introducing our multimedia advertising services. Your friendly demeanor and persuasive skills will open doors!
- **Target achievement:** Set ambitious targets and work diligently to exceed them. Your hunger for success will be rewarded.
- **Team collaboration:** Thrive in a collaborative environment. We believe in lifting each other up and celebrating wins together.
- **Customer-centric approach:** Understand client pain points and propose customized advertising solutions.
- **Basic salary + commission:** Your hard work pays off! Enjoy a competitive basic salary along with commission based on target achievement.

Qualifications:

- **Drive:** You're fueled by ambition and thrive under pressure.
- **Communication skills:** Your phone etiquette is impeccable, and you can articulate value propositions effectively.
- **Team player:** You're a team player who values collaboration and mutual success.
- **Adaptability:** The dynamic world of advertising excites you, and you're ready to adapt to changing market trends.
- **Experience:** Prior telesales experience is a plus, but we welcome fresh talent with the right attitude!

Send your CV and a brief cover letter highlighting your passion for sales to gilest@dbn.caxton.co.za

****Should you not hear back from us within 2 weeks of applying, please consider your application unsuccessful**

Company Description

Caxton Local Newspapers readerships remain the highest in the communities that they serve.

The group now has more than 140 newspapers with a combined weekly print order exceeding 3.7 million copies, with representation in the large majority of provinces across the country.

Our focus remains to deliver relevant hyper- local content that cannot be found anywhere else. This focus of each newspaper gives readers a sense of belonging, and has created loyal readership for decades.

Local newspapers cover serious issues affecting communities which can include poor service delivery, massive potholes or exposing bogus businessmen who operate within a distribution area. But, they take an equal interest in school news, community, social and sport events. Readers expect their local newspapers to act as watchdogs on issues that affect them, and are seen as the very heartbeat of their communities, and are indeed referred to as custodians of the communities that they serve.

We strive to represent every reader of every community within the pages of our newspapers. Editors and staff are encouraged to be active citizens in their areas and local newspapers are often seen as the driving force behind fund-raisers and other social initiatives. Caxton newspapers often scoop dailies when big stories break because they are so entrenched in their communities.

With the rapid growth in lower LSM markets the group has embraced exciting developments and partnerships. Communities in township areas have welcomed a 'voice' of their own and the publications have gained a lot of popularity in recent months. We constantly review and redefine the footprints that our newspapers are delivered to, making sure that we reach the right readers in each community with minimal wastage.

In the commercial space readers definitely use their local newspaper for price benchmarking and to see what specials are available within their local area. Run-of-paper advertising remains popular, with prime clients booking the front section of these publications a year in advance. Caxton publications are carriers for some largest national brands' inserts; these advertisers know that their leaflet product range will reach their intended market, as Caxton Local Media has a proven track record.

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Apply by email

Giles Thomas
gilest@dbn.caxton.co.za

Or apply with your Biz CV

Create your CV once, and thereafter you can apply to this ad and future job ads easily.

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