

Tourism Update - Sales Executive (Junior to intermediate)

Remuneration:	basic plus commission
Location:	Johannesburg, Illovo Boulevard
Remote work:	Some remote work allowed
Education level:	Degree
Job level:	Junior/Mid
Own transport required:	Yes
Travel requirement:	Occasional
Type:	Permanent
Reference:	#TUSalesJunior-Mid
Company:	Now Media

We are looking for a junior to intermediate sales executive, ideally from the tourism industry. The candidate must have the attributes needed to sell advertising for a business-to-business publication.

This person needs to be a “**hunter**”, someone who thrives on the challenge of finding and securing new clients and uncovering new business opportunities. **Hunters** are responsible for finding and securing new business and doing their own prospecting and cold calling. They excel at generating and qualifying leads, have high energy levels and endurance. They are also ambitious and revenue-driven.

You are invited to apply if you:

- Have a **passion for sales!**
- Are willing to sharpen your skills for success
- Have self-confidence and an adventurous, **can-do attitude**
- Can bring in **new business** and **retain existing business**
- Are able to **plan and execute a sales strategy**
- Have your **own car** and a **valid driving licence**
- **Matric essential**; tertiary business or marketing related qualification an advantage.

Advantageous:

- Some sales experience
- Some experience in advertising (ideally business-to-business) sales
- Experience using a CRM
- Digitally savvy

Company Description

Now Media (Pty) Ltd, the largest travel trade publisher in Africa, has been committed to promoting travel and trade in the Southern African region since 1953. Based in Illovo, Johannesburg, Now Media prides itself on being an innovator of

cutting-edge promotional products for the freight, travel and tourism industries.

<https://www.tourismupdate.co.za/> - Build incoming tourism business by reaching tour operators overseas and destination management companies in Southern and East Africa through the highly regarded daily updated tourism news and resource, Southern & East African Tourism Update.

Posted on 27 Mar 14:37, Closing date 26 May

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See also: [Sales Consultant](#), [Sales Representative](#), [Sales Assistant](#), [Sales Agent](#), [Sales Executive](#), [Sales Manager](#), [Sales Person](#), [Sales Rep](#), [Sales and Marketing](#), [Sales and Marketing Consultant](#)

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