

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 a week or two of sending your application, please consider it as unsuccessful.

We have 3 positions available.

- 1. Gautrain Account Executive- Please scroll down to page 2-3**
- 2. Direct Sales Executive- Please scroll down to page 4-5**
- 3. Africa Sales Executive- Please scroll down to page 6-7**

1. Job Title: GAUTRAIN Sales Executive

OVERVIEW

The primary role of the Gautrain Sales Executive is to Generate Advertising Spend within the Gautrain portfolio across Agency, Direct and Government clients in South Africa.

KEY AREA OF RESPONSIBILITIES

- Achieve and/or exceed sales targets for the Gautrain target
- Liaise with advertisers on all levels seeking new business and growing existing
- Ability to operate at all decision making levels including Marketing Directors, CEOs and General
- Ability to provide strategic input
- Ability to compile proposals and present to client

Management

- Maintain a continual high level of service
- Continually promote the Company and offer excellent after sales service
- Must deliver on individual KPI's set per quarter / annual
- Attend sales meetings at least once a week, which may continue after hours
- To attend workshop, functions and any other company related excursions that may continue after normal working hours
- Ability to communicate Business under Negotiation and Forecasts
- Delivery Accurate and timeous reports to Management
- Must uphold the Company image and retain confidentiality at all times
- Act as an ambassador for JCDecaux
- Act on shortfall against budget with strategic solutions

Relationship Management

- Develop relationships internally and externally with the key stakeholders.
- Assist the business to identify opportunities for maximising Adspend
- To attend regular team meetings and action issues raised by acting upon minutes taken.
- Utilise Bee
- Respond quickly to any enquiry from other subsidiaries

Finance

- Diligence with Contract Administration
- Assist in collection of outstanding monies
- Work within the JCDecaux Limits of Authority when negotiating discounts and Added value
- Attention to detail, appreciate cost control and budgets.

SKILLS & QUALIFICATIONS

Essential

- A minimum of 3 years' sales experience
- Previous client services liaison experience an added advantage
- Must be computer literate
- Media Literacy is a necessity
- Competent in the use of Microsoft programs (Excel and PowerPoint)
- Use of JCDecaux asset management (Fusion) and Finance (Epicor) tools are compulsory
- Business Negotiation and Presentation Skills

PERSON SPECIFICATION

- Must be a team player
- Must be able to adapt to change
- Good communication and presentation skills
- Ability to work without close supervision
- Ability to work under pressure
- Ability to work in a competitive environment

2. Job Title : Direct Sales Executive

OVERVIEW

The primary role of the Sales Executive is to Generate Advertising Spend for JCDecaux driven from Client marketing and procurement departments in South Africa.

To increase OOH Share of Adspend versus All Media within SA and to ensure that JCDecaux is the primary beneficiary of such Adspend.

KEY AREA OF RESPONSIBILITIES

- Achieve/exceed sales target
- Liaise with all direct clientele on all levels seeking new business
- Where applicable dealing with Advertising Agencies across multiple brands
- Ability to operate at all decision making levels including Marketing Directors, CEOs and General Management
- Maintain a continual high level of service
- Continually promote the Company and offer excellent after sales service
- Must deliver on individual KPI's set per quarter / annual
- Attend sales meetings at least once a week, which may continue after hours
- To attend workshop, functions and any other company related excursions that may continue after normal working hours
- Accurate management of Business under Negotiation and Forecasts
- Delivery Accurate and timeous reports to Management
- Must uphold the Company image and retain confidentiality at all times
- Act as an ambassador for JCDecaux
- Act on shortfall against budget with strategic solutions

Relationship Management

- Develop relationships internally and externally with the key stakeholders.
- Assist the business to identify opportunities for maximising Adspend.
- To attend regular team meetings and action issues raised by acting upon minutes taken.
- Utilise Bee
- Respond quickly to any enquiry from other subsidiaries

Finance

- Diligence with Contract Administration
- Assist in collection of outstanding monies
- Work within the JCDecaux Limits of Authority when negotiating discounts and Added value
- Attention to detail, appreciate cost control and budgets

SKILLS & QUALIFICATIONS

Essential

- A minimum of 3 years' sales experience
- Previous client services liaison experience an added advantage
- Must be computer literate
- Media Literacy is a necessity
- Competent in the use of Microsoft programs (Excel and PowerPoint)
- Use of JCDecaux asset management (Fusion) and Finance (Epicor) tools are compulsory
- Business Negotiation and Presentation Skills

PERSON SPECIFICATION

- Must be a team player
- Must be able to adapt to change
- Good communication and presentation skills
- Ability to work without close supervision
- Ability to work under pressure
- Ability to work in a competitive environment

3. Job Title: Africa 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 self-service 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
- A minimum of 5 year's sales experience, preferably in the advertising industry
- Previous client services liaison experience will be an advantage
- Previous Africa experience will be an 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 and Skills

- 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

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.

Organisational Position

Reports to: Head of Sales –Africa
Subordinates: None

Reporting lines are subject to change and such change is at the sole discretion of the Company in line with operational requirements.