

## Senior Account Lead - SHAREit

<b>Remuneration:</b>	cost-to-company
<b>Benefits:</b>	Comm and performance bonus
<b>Location:</b>	Johannesburg, Bryanston
<b>Education level:</b>	Diploma
<b>Job level:</b>	Senior
<b>Own transport required:</b>	Yes
<b>Travel requirement:</b>	Occasional
<b>Type:</b>	Permanent
<b>Reference:</b>	#PDM-SHAREit-0424
<b>Company:</b>	<a href="#">Perform Digital Media</a>

The team at PerformDM are looking for an experienced senior client lead to manage the SHAREit business in Johannesburg. The role will be to continue driving the growth of SHAREit's in South Africa. The candidate will be responsible for driving both direct and agency growth in relationships in the market.

SHAREit is the world's leading file sharing APP. With over 42million users in Sub-Saharan Africa and 18m in South Africa. SHAREit offers an unrivalled opportunity to reach a unique audience in the local and pan African market.

### **This role comprises of the following responsibilities:**

- Drive revenue targets against new and existing clients
- Achieve quarterly sales targets
- Work closely with the SHAREit SSA manager
- Build and maintain new client relationships both directly and with agency
- Engage with the global campaign management team to build on structures
- Manage, build and drive the agency team to ensure success
- Work with the SSA Manager and drive internal sales education on the SHAREit brand.

### **Requirements:**

- Digital sales experience (minimum five years)
- Strong direct client and agency relationships
- Knowledge of the digital landscape in South Africa
- Understanding of the app landscape and performance media
- Well-spoken and confident in presentations
- Own transport
- Self starter
- You will be a strong communicator (written and verbal)
- Negotiation skills
- Ability to see opportunities when pitching to clients
- The ability to drive revenue discussions and close long-term partnerships.
- Can work in a team environment
- Organised
- Curious about digital and the media landscape

- Good problem solving

## Company Description

We are a specialist digital sales partner representing some of the worlds leading web, mobile and performance products in Africa. With over 21 years sales experience in Africa we pride ourselves on customised solutions for every campaign.

Posted on 24 Apr 09:13, Closing date 23 Jun

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HR Manager

[info@performdm.co.za](mailto:info@performdm.co.za)

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