SENIOR
SALES MANAGER

Job Ref. No: #JDMPR1587

2024 - 2025

- **Company Name** : Moris Media LLC
- **Designation** : Senior Sales Manager
- **Job Type** : Full Time
- **Industry** : Media & Marketing Industry
- **Department** : Sales & Marketing Department
- **Work Model** : Remote
- **Salary** : Negotiable Salary

www.morismedia.com

About morismedia

Moris Media is a professionally managed public relations, digital marketing and reputation-management organisation with 12+ years of industry experience, recognised as one of the world's leading PR and digital marketing boutique agencies, working across 40+ countries.

Job Summary

Moris Media is currently hiring for a

Moris Media is currently hiring for a Senior Sales Manager in South Africa. This job may require you to play a pivotal leadership role in driving our sales team to new heights. As a Senior Sales Manager, you will be responsible for overseeing a team of sales professionals, motivating them to achieve and surpass their targets. You will be instrumental in developing and implementing strategic sales plans that align with our company's overall objectives.

In this role, you will be expected to foster a high-performance culture within your team, providing guidance, mentorship, and coaching to ensure their continuous growth and development. You will analyze market trends, identify new business opportunities, and strategize to expand our customer base. Additionally, you will be responsible for monitoring and evaluating the team's performance, implementing corrective measures where necessary to achieve optimal results.

This position requires a proven track record in sales leadership, strong analytical skills, and a deep understanding of sales processes. You will need to be a strong communicator with excellent interpersonal skills to build rapport with your team and foster collaboration. If you are a results-oriented leader with a passion for driving sales growth, we encourage you to apply for the Senior Sales Manager position at Moris Media.

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Primary Responsibilities

Primary Roles and Responsibilities:

1. **Sales Leadership:** Provide inspirational leadership to the sales team, fostering a high-performance culture focused on achieving and exceeding targets.
2. **Strategic Planning:** Develop and implement comprehensive sales strategies aligned with company objectives, market trends, and customer needs.
3. **Team Management:** Recruit, train, mentor, and coach a team of sales professionals, ensuring their ongoing development and success.

4. **Performance Optimization:** Continuously monitor and evaluate team performance, identifying areas for improvement and implementing corrective actions.
5. **Sales Target Achievement:** Drive the team to consistently achieve and surpass sales targets, ensuring revenue growth for Moris Media.
6. **Sales Process Optimization:** Analyze and refine sales processes to maximize efficiency, effectiveness, and customer satisfaction.
7. **Client Relationship Management:** Build and maintain strong relationships with key clients, ensuring long-term partnerships and repeat business.
8. **Market Analysis:** Conduct in-depth market research to identify emerging trends, competitor activities, and new business opportunities.
9. **Customer Acquisition:** Develop and implement strategies to acquire new customers and expand the company's market share.
10. **Sales Forecasting:** Accurately forecast sales and revenue to inform business planning and resource allocation.
11. **Budget Management:** Manage the sales budget effectively, ensuring optimal utilization of resources and maximizing return on investment.
12. **Reporting and Analytics:** Prepare regular sales reports, analyze data, and provide insights to senior management.
13. **Cross-Functional Collaboration:** Collaborate with marketing, product development, and other departments to ensure alignment and support for sales initiatives.
14. **Negotiation:** Lead contract negotiations with key clients, securing favorable terms and conditions.
15. **Industry Engagement:** Represent Moris Media at industry events, conferences, and trade shows to promote brand awareness and build relationships.

Required Skills

Primary Skills:

- **Leadership:** Demonstrated ability to lead, motivate, and inspire a team of sales professionals to achieve exceptional results.
- **Communication:** Exceptional verbal and written communication skills, with a focus on building rapport, delivering engaging presentations, and active listening.
- **Relationship Building:** Strong interpersonal skills, thriving in networking environments and building lasting relationships with clients and team members.
- **Enthusiasm:** A contagious passion for sales and the ability to motivate others through positive energy and excitement.
- **Proactive Approach:** Taking initiative to identify new business opportunities, anticipate challenges, and drive solutions.
- **Strategic Thinking:** A big-picture perspective with the ability to develop and execute effective sales strategies.
- **Creativity:** A knack for thinking outside the box, generating innovative sales ideas, and adapting to changing market conditions.
- **Decisiveness:** Confidence in making timely and informed decisions, even under pressure.
- **Coaching and Mentoring:** Ability to develop and empower team members through coaching, mentoring, and

ongoing feedback.
- **Negotiation:** Strong negotiation skills to secure favorable deals with clients and partners.

Experience:

- **Sales Management:** 3-7 years of proven experience in a sales management or leadership role, ideally within the media industry or a related field.
- **Sales Success:** A strong track record of individual sales achievement, demonstrating the ability to meet and exceed targets.
- **Team Building:** Experience building and developing high-performing sales teams.
- **Client Relationship Management:** Proven ability to build and maintain strong relationships with key clients.
- **Presentation Skills:** Experience delivering impactful presentations to diverse audiences, showcasing the value of Moris Media's offerings.

Additional Requirements:

- **Willingness to Travel:** Flexibility to travel as needed to meet with clients, attend industry events, and visit other office locations.
- **Technical Proficiency:** Strong computer skills, including proficiency with CRM software, Microsoft Office Suite, and sales analytics tools.

Qualifications & Experience

Qualifications:

- **Education:** Bachelor's degree in Business, Marketing, Communications, or a related field. An MBA or Master's degree is a plus.
- **Experience:** Proven track record of success in sales leadership, with at least 5-7 years of experience managing and mentoring sales teams.
- **Technical Proficiency:** Strong computer skills, including proficiency with CRM software, sales analytics tools, presentation software, and virtual communication tools.

Technical Requirements:

To effectively perform in this role, the following technical equipment is required:

- **High-Performance Laptop or Desktop:** A computer with sufficient processing power and memory to handle multitasking, data analysis, and resource-intensive applications.
- **High-Speed Broadband Internet Connection:** A reliable internet connection is essential for virtual meetings, accessing cloud-based resources, and collaborating with the team.
- **Dedicated Workspace:** A quiet, distraction-free workspace, whether physical or virtual, to ensure focus and productivity.

Additional Requirements:

- **Open to Travel:** Willingness and ability to travel as needed to meet with clients, attend industry events, and visit other office locations.

Salary and Benefits:

We offer a competitive salary and benefits package commensurate with experience and qualifications. The specific salary range and benefits details will be discussed during the interview process.

Application Process:

If you meet the above qualifications and are a dynamic and results-oriented leader with a passion for sales and team development, we encourage you to apply by clicking the button below.

Apply Only Through the Official Job Page

Candidates must review the complete job description, eligibility requirements, work model, location and experience expectations before submitting accurate and updated information through the official application form.

Submitting an application does not guarantee shortlisting, an interview or employment. Moris Media does not request registration charges, security deposits, training fees or candidate payments through its official recruitment process.

APPLY ONLINE HERE

Career Opportunities Across Borders

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