PLATINUM

Training Development and HR Specialists (PTY) LTD

ACCOUNT MANAGER-BROADCAST

MAIN PURPOSE OF THE ROLE: Candidate will be responsible for understanding customer needs and developing new sales opportunities. You will create and build high levels of customer satisfaction and loyalty with current and future customers.

SKILLSETS AND ATTRIBUTES:

- Develop strong relationships with principals and customers and maintain high customer satisfaction.
- Effective communication and presentation skills
- Passion for continuous learning in both sales and technical areas
- Highly competitive, self-confident, and self-motivated, with a passion to win, learn and teach.
- Drive to meet and exceed annual sales and profit targets.
- Ability to create a vision and convey the message in an influential manner
- Comfortable in challenging customers by offering the customer unique perspectives
- Team Player - collaborate with pre- and post-sales technical support
- Knowledge of broadcast technologies is a requirement.

MINIMUM QUALIFICATIONS TO PERFORM ROLE: Bachelor (BSc or BTech) degree in Electronic Engineering, Computer Science, Computer Engineering or similar.

MINIMUM PERIOD OF EXPERIENCE/ TRAINING (DESCRIBE TYPICAL EXPERIENCE BACKGROUND):

Previous experience in technical sales or customer service roles

Valid driver's license, passport, and own suitable and reliable transport

International, regional, and local travel is required for training, conferences and customer visits.