



Tel: +27(0)11 326 6761  
www.justplay.co.za  
info@justplay.co.za

# New Business Manager

Justplay ([www.justplay.co.za](http://www.justplay.co.za)) is looking to employ a bright, confident, go-getter who is looking for **great financial growth** and rewards. The person that we are looking for will be required to assist with reporting, media negotiations, strong client relationships and creative sales proposals. This position is Cape Town based, however, you will occasionally be required to travel locally.

## Role includes:

- Driving new sales and reaching monthly targets using the Justplay platform to both client direct and advertising agencies.
- Sourcing new sale lead opportunities
- Negotiating deals and campaigns
- Communicating well with the JAG Account Manager team, the Affiliate team and the Justplay Account Manager.
- Retaining and growing client relationships
- Crafting innovative solutions to meet different business objectives
- Understanding and explaining digital marketing platforms
- Reporting / understanding digital marketing metrics

## Company Description:

Justplay is an online competition portal that gives away incredible prizes to our users while delivering immersive marketing solutions for our clients.

Justplay forms part of a bigger company called Jag Method ([www.jagmethod.com](http://www.jagmethod.com)), who are a leading digital performance company specialising in financial services. We pride ourselves on delivering measurable results for our clients across the digital landscape with an attention to ROI that sets us apart from our competitors.

There are no run of the mill, cookie cutter, in-the-box thinkers at JAG. We have unmatched online experience and our company is comprised of dedicated professionals. We are all about high levels of performance and are constantly striving to be leaders in our field.

## Personal skills/Attributes:

- Self-motivated
- Thrive under pressure
- Ability to self manage
- Computer savvy and have the ability to multitask.
- Solutions driven
- Growth orientated
- Wanting to build and take your career to the next level
- Passion for people and networking
- Strong negotiator
- Confident communicator and presenter
- Strong existing network required

**Digital Activators (Pty) Ltd t/a JustPlay | Registration No: 2014/008106/07**  
1<sup>st</sup> Floor, Atholl Sqaure, Cnr Katherine & Wierda Road East  
Sandton, 2196, South Africa



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### **Experience**

- Experience in digital media sales
- Minimum 3 years in a sales role
- Strong existing network required client direct and ad agency
- Experience in digital marketing or account management is a plus
- Experience in research and/or customer insights a plus