



Key Sales and Account Manager

How would you like to work in a fast growing team of epic humans, in a vibey Cape Town office, working on one of the coolest brands in SA?

We're on the hunt for a Key Sale and Account Manager who can drive new sale partnership opportunities and grow existing client relationships. If you think you've got the sales swag we're looking for, have at least 2 years' experience in a sales role, and preferably have experience in digital marketing, we'd love you to hear from you.

Justplay is SA's leading online competition portal that gives away incredible prizes (legit though) to our users while delivering immersive marketing and research solutions for our clients. Justplay forms part of a bigger company, JAG Method (www.jagmethod.com), with offices in Johannesburg and Cape Town and a 10 year track record. JAG Method is one of the leading digital performance company specialising in financial services, delivering ROI results that set us apart from our competitors. We have offices in Johannesburg and Cape Town.

If you think you could contribute to our constant office banter, enjoy our Nespresso machine as much as us, fit in with our flexi work days, and be down to go on monthly team adventures, you might be what we're looking for.

Role includes

- Driving new sales and reaching monthly targets
- Following up on inbound sales leads
- Cold calling potential clients
- Using social media channels to source leads
- Retaining and growing client relationships
- Crafting innovative solutions to meet different business objectives
- Customising and working on pitch decks

Experience

- Minimum 2 years in a sales role
- Strong existing network required
- Experience in digital marketing or account management is a plus
- Experience in research and/or customer insights a plus