



east **afrika**
RADIO

East Africa Television Ltd

P.O. BOX 4374, Mikocheni Light Industrial Area,
Dar es Salaam, Tanzania, East Africa.
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CAREER OPPORTUNITIES

EAST AFRICA TELEVISION LTD, the number one youth channel that has grown to a regional with vigor content of educating and entertaining programs. EATV is looking for suitable and qualified people to fill in the following vacancies:

Job Title : SALES MANAGER

Job purpose : The Sales Manager is responsible for selling TV & Radio advertising spots and maintaining relations with advertising clients. To act as the link between EATV Ltd and its clients.

Responsibilities :

1. In charge of all sales activities and sales personnel involved in Marketing department.
2. To provides leadership to the day-to-day operations of the sales team, while maintaining focus on the company's strategic goals.
3. To analyze sales statistics to determine business growth potential.
4. To establishes performance goals for all sales team employees, and monitors performance on a continual basis.
5. To develops and/or maintains and improves business relations with all customers of the Company.
6. To seeks out and targets new customers and new sales opportunities, initiates action plan to approach and secure new business for the Company.
7. To develop and implement an effective strategic sales plan.
8. To develop and maintain a strong work relationship with key opinion leaders and contacts with other relevant agents.
9. To lead and influence a successful team of Sales executives.

Skills : Excellent communication, networking and interpersonal skill.

Qualification : Degree in Sales, MBA

Four years experience in Sales and Marketing preferably in the media industry.

Job Title : FREELANCE SALES EXECUTIVES

Job purpose :

Freelance Sales executive is responsible for Sell advertising air time of EATV station to current and to new potential customers. Freelance Sales executive reach towards the customer directly

Responsibilities :

- The ability to develop and increase client by selling airtime, collection of dues, development of effective services to new and existing Customers
- Self drive initiative, result oriented and ability to recognize and monitor operations.
- Ability to work long hours and able to met set targets

Skills : Excellent communication, networking and interpersonal skill.

Qualification : Diploma/Degree in sales

Two years experience in sales and Marketing preferably in the media industry.

Interested candidates who meet the above criteria should send in their applications enclosing a detailed CV addressed to the:

HUMAN RESOURCES DEPARTMENT
EAST AFRICA TELEVISION LTD
P.O.BOX 4374
DAR ES SALAAM – TANZANIA
Or by Email Address: jobs@eatv.tv

Or deliver to EATV Studios at Mikocheni Light Industries Area, Mwenge – Da es Salaam

Deadline 15th June 2019
Shortlisted candidates will be notified.