

Job Details			
Job Title:	Corporate Sales Manager	JOB GRADE:	
Department:	Sales & Marketing	SECTION:	Sales
Reports To:	General Manager	SUPERVISES:	2
Location:	Kigali	LAST REVISION:	January 2023
Job Purpose			
Coordinate business on the radio station by providing supervision/Oversight on Corporate sales/advertising opportunities. Meet set monthly, quarterly and annual targets for the radio Submit daily, weekly, Monthly, Quarterly and Annual sales reports as shall be required.			
Key Result Areas			
1. Initiate, develop annual corporate sales plans and ensure effective implementation on a weekly, monthly and quarterly basis. 2. Ensure financial and operational efficiency for all Corporate Advertising sales activities in the market 3. Ensure the planned corporate sales channel and collections targets for corporate advertising sales are met on a monthly basis. 4. Initiate and drive new clientele & Channel acquisitions for revenue streams 5. Define, identify and interpret business opportunities and threats in the market to management with recommended interventions 6. Ensure great Channel & Client Relationship Management (CCRM) for all types of existing and potential corporate customers in the market 7. Develop an effective, updated and accessible corporate customer data bank covering the entire Market composition 8. Identify and recommend to the Consulting Sales and Marketing Manager the relevant and region specific Marketing opportunities 9. Generate and share timely weekly, monthly and quarterly reports 10. Coordinate corporate sales activities and reports.			
Education and Professional Qualifications			
A Bachelor's degree in any business related field from a recognized institution Post graduate training in sales – added advantage			
Working Experience			
At least 3 years' relevant experience in the field of sales and managing teams.			
Skills, Knowledge and Abilities			
Technical • Proficient in computer skills - Microsoft office packages • Training& Problem solving skills • Managing skills ; Planning, organizing, controlling & decision making) Sales & Negotiation Skills			
Behavioral • A high level of integrity • Should be self-motivated with high level initiative • Excellent communication and interpersonal skills • Ability to motivate, team oriented, r/ship and monitoring skills • Ability to lead & coordinate			

- Ability to work in a deadline driven environment.
-

Signatures		
Name of Job Holder:	Signature:	Date:
Name of Supervisor:	Signature:	Date:

88.3 CITY RADIO INSHUTI YABOSE

EXCELLENT JOB OPPORTUNITIES

The New City Radio is looking for qualified individuals to fill the following positions;

1. Corporate Sales Manager.
2. Sales Executive.
3. Programs Director.

The detailed job description showing the key duties and responsibilities, qualifications, experience and competences required for the role can be found on the website.www.igihe.com.

www.cityradio.rw

If you are qualified with at least 2 years experience and interested in joining the New City Radio, provide a cover letter expressing interest in the job, detailed CV, names, addresses and phone contacts of three professional referees, copies of the relevant academic professional certificates and hand deliver the application to the reception of City Radio Offices located at KN84 Street Number3 3rd Floor DORONA house.Above Unguka Bank.

For any *further* inquiries, contact 0788-304596

Closing date for receiving applications is 13th January 2023.