

## Sales Executive - Compleat Golfer

**Location:** Cape Town

**Company:** [Highbury Media T/A Habari Media](#)

**Highbury Media T/A Habari Media is a media powerhouse, whose world-class titles connect brands to targeted audiences.**

We are currently seeking sales executives to work on our Compleat Golfer publication as part of our dynamic sales team.

The successful candidates will be selling print and digital advertising across the Compleat Golfer publication.

The successful candidate must be able to:

Demonstrate proven sales experience in selling print and digital advertising space, as well as event sponsorships

Determine target audiences within the golf and sports industry

Conduct research to understand client and business needs

Source and maintain new clients/leads

Inform potential clients of the brand and its benefits

Develop an “angle” to affirm the relevance between product/service and publication you represent

Know how to close a deal

Requirements for the position:

Preferred prior telemarketing and/or customer service experience is a plus. Or experience in golf retail sales

Strong command of the English language – with good verbal and written communication skills

Strong negotiation skills with the ability to handle objections and close deals

Ability to work independently and be self-motivated

Resilient and enthusiastic

The applicant must be professional and target driven

A strong interest in or knowledge of golf is a must, particularly in relation to the Compleat Golfer audience and industry

Posted on 05 May 13:18, Closing date 4 Jul

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See also: [Sales Consultant](#), [Sales Representative](#), [Sales Executive](#), [Account Executive](#), [Media Sales Executive](#), [Advertising Sales](#), [Sales Manager](#)