

## VACANCY ANNOUNCEMENT

**Position:** Sales Manager

**Company:** Media company

**Location:** Kampala, Uganda

**Application Deadline:** 21 June 2025

Are you a dynamic and results-driven professional with a deep understanding of the ever-evolving media landscape? **Our Media company**, a leading faith-based media house with Television, Radio, and Digital platforms, is looking for a **Sales Manager** to spearhead its commercial operations and drive advertising revenue growth.

### Key Responsibilities:

- Develop and implement strategic sales plans to generate advertising revenue across radio, television, and digital platforms.
- Lead and grow a high-performing sales team through recruitment, training, and performance management.
- Build strong relationships with clients, agencies, and brands to understand their marketing needs and provide tailored advertising solutions.
- Conduct market research and monitor industry trends to identify new revenue opportunities.
- Prepare and manage the department's sales targets, budgets, forecasts, and reports.
- Collaborate with the programming and production departments to create innovative media packages that attract advertisers.
- Represent Our Media company at trade shows, business forums, and client meetings.

## Qualifications & Experience:

- A Bachelor's degree in Marketing, Business Administration, Mass Communication, or related field.
- At least **3 years of proven experience** in media sales, with a minimum of **2 years in a supervisory or managerial role**.
- In-depth knowledge of the Ugandan media market and current advertising trends.
- Strong leadership, negotiation, and communication skills.
- Demonstrated ability to meet and exceed sales targets.
- Proficiency in sales CRM tools and digital marketing is an added advantage.

## What We Offer:

- Competitive remuneration package with performance-based incentives.
- An opportunity to be part of a growing, innovative, and mission-driven media organization.
- A supportive work environment focused on impact and results.

## How to Apply:

Submit your **details** by filling in the form on the link here

<https://forms.office.com/r/2hSTqSdTqa>