

Company Vision:

To entertain and inspire audiences to greater purpose through the moving image.

Position Title:

Corporate Video Sales Personnel

Major Goal:

To close sales on **new business** by initiating and developing contacts with key personnel in marketing agencies, corporates, companies and other national organizations.

Name:

Still to be appointed.

Classification:

Contractor, paid-commission based, full/part-time (see 'Time commitment').

Remuneration Package:

Commission based on percentage of sale amount

Term of Office:

Initial 6-month contract incorporating two reviews.

Time Commitment:

Full/part time as agreed

Reports to Supervisor:

Jonathan Warner (VideoLife producer).

Review with Supervisor:

After first 3 months and at 6 month point.

Philosophy of Team:

Shall operate as a member of the Solid Rock Media Group Team, taking full responsibility for and initiative in, his/her specific areas.

Skills / Gifts Required:

- A **passion** for leveraging the power of video.
- Commitment to company **vision & values**.
- Highly **motivated**.
- Supportive **team player**.
- Balanced **people and task orientation**.
- Proven **sales skills**.
- Attentive **listener**.
- Creative **thinker**.
- A clear understanding of the **processes** involved in corporate video production.
- Proven experience in how the **industry** as a whole functions.
- Proven experience in dealing with **marketing agencies** as well as **positive contacts** in such agencies.
- **Computer literate**.

Results Required:

Accomplishment of the relevant Key Results as outlined below.

Limits of Authority:

May not make any financial decisions.

Resources / Support Provided:

On-the-job training, supervision and support.

Key Results

1. **Identification of strategic NEW KEY CUSTOMER CONTACTS**, amongst other things by:
 - 1.1. Identifying the players in the industry
 - 1.2. Focusing on networking amongst the key players in the most effective arenas
2. **Initiating and building of NEW strategic business relationships with key contacts** such as:
 - 1.1 People in charge of sales, marketing and promotion
 - 1.2 People in charge of training
 - 1.3 People in charge of conferences
 - 1.4 Key agency creatives
3. **Planning and running of exploratory meetings** with key contacts to the point at which sales are closed.
4. **Provision of detailed job brief to production team** for preparation of proposals and quotes. Depending on the nature of the job you will be working both individually and alongside members of the creative team in this task (please refer to the detailed schedule of responsibilities for this).
5. **Closing of sales.**
6. **Tracking and systematic follow-up** of key contacts.
7. **Interaction with/development of the VideoLife marketing plan.**
8. **Any other tasks** as allocated.