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Nerdware is proud to be on the lookout for amazing talent to join our team!

### About Nerdware

Nerdware is an award winning Digital Full Service Agency focused on Technology, Strategy, Design, PR, Media and Content.

"We develop digital experiences that transform brands and grow businesses."

Our mission is to empower our clients with the ability to learn more about, understand better and interact more efficiently with your customers and stakeholders using our holistic, multi-channel marketing platform which is equipped with a range of powerful and integrated tools.

### About the role

Our company is on the hunt for a top-performing sales representative to crush goals and dominate the industry. You'll be in charge of generating leads, delivering stellar sales presentations, and negotiating contracts with potential clients. We're looking for someone with a killer sales instinct and an unbeatable level of charisma. Experience in sales is a must, so if you're ready to take your career to the next level, apply now and join our winning team!

### Responsibilities:

- Strategizing: Develop high-level media strategies, focusing on innovative approaches to maximise campaign performance and meet client objectives.
- Implementing Campaigns: Execution of digital marketing campaigns, including paid search, display, video and social media channels.
- Campaign Management: Handle the day-to-day management of multiple digital marketing campaigns, ensuring they align with clients' goals.
- Leveraging Research: Utilise historical and competitor research to develop, launch, and refine strategies and tactics across platforms like Facebook [[4+source]].
- Optimizing Campaigns: Be responsible for tracking, optimizing, and reporting on paid media campaigns across multiple clients, constantly seeking ways to improve results [[5+source]].
- Evaluating KPIs: Define, measure, and evaluate relevant KPIs to ensure the success and ROI of each campaign, making data-driven decisions for optimization [[6+source]].
- Reporting: Provide detailed reporting on all client accounts, offering insights and recommendations for future campaigns.



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### Skills, Competence, and Experience:

- Bachelor's degree in business, marketing, economics, or related fields is a plus.
- Experience in sales is a must (digital marketing and software development preferred.)
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Experience using computers for a variety of tasks.
- Competency in microsoft applications including word, excel, and outlook.
- Able to work comfortably in a fast paced environment.

### What Nerdware will bring you

- A multiple award winning smart, passionate, and fun team to collaborate with.
- A flexible working environment where we encourage forward-thinking and nurture ideas.
- We promote excellence at all levels in all roles and will work with you to ensure you are given every tool to succeed.

We look forward to meeting you!



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