

## VACANCY

### **AUDIENCE PROJECT MANAGER HIVE CONNECT – DURBAN**

#### **CORE PURPOSE OF THE JOB:**

The Audience Project Manager will be responsible for planning, scheduling, monitoring and execution of digital signage & technology projects to a wide range of customers.

#### **KEY PERFORMANCE AREAS:**

- Develop business development strategies that are in line with the Digital Business' development initiatives and priority accounts
- Play a strategic role in proposal responses and ensure all new digital business opportunities are maximized across the group
- Proactively monitor project progress, including third party contributions, by resolving issues and initiating appropriate corrective action with the aim of maximizing ROI
- Create commercial proposals for customers for sales teams
- Support the sales force where necessary when working with a specific product in terms of training and cross selling internally ensuring their expertise is optimally applied
- Track and report on key market indicators

#### **QUALIFICATIONS / EXPERIENCE:**

- Matric + relevant degree with at least 10 years' experience advertising, retail, print, FMCG or digital technology industries
- Digital technology competence
- Strategic & creative brand knowledge
- Proficiency in KeyNote & PowerPoint for presentation purposes

#### **BEHAVIOURS & ATTRIBUTES:**

- "Can do" attitude
- Ability to work collaboratively
- Critical thinking and problem-solving skills
- Communication and analytical skills
- Influencing and leading

The advert has minimum requirements listed.  
Management reserves the right to use additional / relevant information as criteria  
[careers@hirtandcartergroup.co.za](mailto:careers@hirtandcartergroup.co.za)  
**Closing date for applications is Tuesday 30<sup>th</sup> April 2019**

