

## SENIOR SALES EXECUTIVE: PRINT, SIGNAGE & PACKAGING

**Location:** Cape Town (Atlas Gardens)

**The Role:** The Ultimate Print Hunter

Are you a heavy hitter in the South African print and signage industry? Do you have a reputation for closing large-scale corporate deals?

24hrMedia is not your average print shop. We are a high-tech production house specialising in everything from Custom Packaging and POS builds to CNC Routing and Large Format Signage. Our name reflects our commitment: our production facility runs 24 hours a day, giving us the capacity and speed to handle high-volume projects that leave our competitors behind. We are looking for a Senior Sales Executive who can leverage this 24-hour production power to secure high-value contracts in the Western Cape.

### Key Responsibilities:

- Strategic Business Development: Identify and aggressively pursue new B2B opportunities with corporate brands, retail groups, and advertising agencies.
- Technical Consultation: Act as a specialist consultant, advising clients on structural packaging, material selection and large-format installation logistics.
- High-Level Negotiation: Manage the full sales cycle for large-scale projects, from initial concept and quoting to final delivery and installation.
- Account Growth: Nurture and expand a portfolio of "blue-chip" clients, ensuring 24hrMedia is their primary partner for all branding and production needs.
- Market Intelligence: Stay ahead of industry trends in the South African market to identify new service offerings and competitive advantages.

### Requirements (The Essentials):

- Experience: A minimum of 5–10 years of proven sales success within the South African printing, signage, or packaging industries.
- Track Record: A demonstrable history of meeting and exceeding annual sales targets.
- Technical Knowledge: You must be fluent in the language of production—understanding die-lines, substrates (ACM, Perspex, Xanita), and print types is essential.
- Licence: A valid South African driver's licence and your own reliable vehicle are non-negotiable.
- Attributes: A self-starter with a "hunter" mentality, exceptional presentation skills, and the professional polish required for executive boardrooms.

### Why Join 24hrMedia?

- Unmatched Capacity: Sell with confidence knowing our 24-hour production facility supports you, ensuring we hit deadlines that others can't.
- The Full Spectrum: Sell a massive range of products—we do what other print shops can't, thanks to our in-house CNC and custom packaging capabilities.
- Earnings: A competitive basic salary with a lucrative, uncapped commission structure designed for high achievers.

### How to Apply:

We are looking for a veteran who knows the Cape Town landscape. Please submit:

1. Your CV detailing your specific experience in print/signage sales.
2. A brief summary of your two largest successful account wins.

Apply via email to: [info@24media.co.za](mailto:info@24media.co.za) | Subject Line: Senior Sales Executive – [Your Name]

