



Situation Vacant

Senior Digital Sales Executive

Beacon Media Group – the media service provider managing Newsbook.com.mt and 103 Malta’s Heart radio station – is looking for a potential candidate to join its team in the role of Senior Digital Sales Executive.

The ideal candidate must:

- have a minimum of 5 years’ experience in sales, preferably in an advertising agency or media landscape. A Diploma / Degree level of education, preferably in Management, Marketing, Sales, or Business, would be considered an asset.
- possess excellent interpersonal and organisational skills, as well as written and verbal communication.
- be strongly capable to autonomously deliver against short-term goals, and long-term objectives.
- have a thorough understanding of marketing and negotiations techniques.
- be self-motivated with a results-driven approach.
- be business fluent in both Maltese and English languages.
- have excellent knowledge of MS Office
- be in possession of a clean driving licence.

The successful applicant, who will report to the Sales and Marketing Manager, will be responsible for discovering and pursuing new sales prospects to sell digital space and online media services to advertisers, and to negotiate deals, manage client relationships as well as to ensure a high level of customer satisfaction.

This post is being offered on a full-time basis.

Interested persons are to submit the following to hr@maltadiocese.org by not later than 22 May 2022:

- A letter of application
- A detailed copy of their CV
- A scanned copy of their certificates
- Name and email address of two referees