



213 Belmont Circular Road,
Port of Spain,
Tel/Fax: 868 225 9476, 681 5010
Email: tentnetwork@gmail.com
Website: www.ttentv.com

Sales Associate Program – Business Development Officer

About Us

TTEN TV which is more of an experience than a TV station, is intended to become the home of Caribbean entertainment, and one of the leading media and entertainment companies in the development, production, and marketing of entertainment, news, and information to a regional audience. TTEN owns and operates a valuable portfolio of news and entertainment television shows and significant television production operations. TTEN's policy is to provide equal employment opportunities to all applicants and employees without regard to race, color, religion, creed, gender, gender identity or expression, age, national origin or ancestry, citizenship, disability, sexual orientation, marital status, pregnancy, veteran status, membership in the uniformed services, genetic information, or any other basis protected by applicable law.

Job Description:

TTEN is seeking energetic, independent, disciplined individuals who are strongly self-motivated and seeking to build their career in Sales.

The Sales Associate/Business Development Officer is responsible for generating sales of TTEN TV Products and Advertising spots to current and prospective clients in any assigned territory. The incumbent will also be required to relationships with various Sponsors and disburse proposals to said partners as needed.

The ideal candidate for this position will be a top sales performer who likes to work independently but with the support of a solid company behind them. The candidate will have demonstrated, proven skills and success in an advertising field (preferably print, but radio and/or TV is acceptable). This is a business-to-business sales position; therefore, strong presentation skills and an ability to make good business sense are essential to our clients. We are looking for a self-starter with an ability to work without day-to-day supervision.

PRINCIPAL ACCOUNTABILITIES & RESPONSIBILITIES:

- Generate advertising sales revenue through integrated, multiplatform sponsorship packages.
- Create, present and negotiate customized cross-platform sponsorships to prospective advertisers
- Maximize sales ensuring that you meet the sales targets on a weekly, monthly, and quarterly basis.
- Entertain clients at events that may extend beyond traditional work hours
- Achieve quarterly/yearly TV & Digital sales goals
- Sell our advertising products and other services to current and prospective clients.
- Understand and actively use all marketing materials to inform and provide clients with the information and incentives needed to make a favorable buying decisions.
- Be aware of competing media, market trends and produce feedback to management.
- Performing any other functions that management may from time to time assign to this post.

Other:

Compensation: Competitive base salary plus commission.

QUALIFICATIONS/REQUIREMENTS:

- At least 5 CXC O Levels
- Must have strong written and verbal communication skills
- Strong work ethic, positive attitude and ability to develop relationships with clients
- Work non-traditional hours, weekends & holidays on occasion
- Ability to work under pressure and in a fast paced environment
- Must have a valid driver's license
- Must have a vehicle in good working condition.
- 2+ years sales experience.
- Background in television, radio, sports marketing and/or digital sales will be an asset but not mandatory.
- Proven business-to-business outside sales experience.
- Strong prospecting, presentation and selling skills
- Proven history in a self-directed work environment
- Outstanding time-management skills
- Strong consultative sales ability
- Proficient Internet and computer skills
- Interested candidates must submit a resume/CV to careers@ttentv.com to be considered.