



Nation Media Group-Uganda is Uganda's most influential media house, operating NTVU, Spark TV, Daily Monitor, 93.3KFM, 90.4 Dembe FM, Nation Courier.

We are looking for a qualified and experienced results oriented professional to fill the following vacancy.

Job Title: COUNTRY BUSINESS MANAGER

Reports to: General Manager Commercial NMG (TEA/MPL/ABUL)

Department: Advertising

JOB PURPOSE:

To plan, coordinate, motivate and supervise The East African commercial team to meet agreed individual and team's annual revenue and volume targets.

MAIN RESPONSIBILITIES:

- Planning, coordinating and managing a team of Advertising Business Executives and Circulation Business
- Executives who are expected to deliver agreed sales volumes and revenue.
- Leading & motivating the sales team to deliver departmental objectives.
- Developing and implementing creative sales strategies and campaigns.
- Maintaining and fostering business relationships with company clients and distributors.
- Initiating and executing annual strategic partnerships that will yield digital, advertising and circulation revenues to the business.
- Managing and monitoring debt status to achieve set debt collection targets.
- Initiating and executing Marketing initiatives so as to drive brand visibility and awareness.

- Develop and maintain customer service standards as per group policy.

QUALIFICATIONS & EXPERIENCE:

Academic: Minimum of a bachelor's degree in any business-related course or equivalent business or sales management. Professional Post graduate qualifications will be an added advantage.

Experience: At least 5 years of relevant sales experience at a managerial level in an FMCG industry. Experience in managing a media related industry is an added advantage.

CORE COMPETENCIES

- Excellent planning and organisational skills.
- Strong interpersonal, communication and analytical skills
- Innovative and creative individual with ability to drive for results
- Competitive, self-driven personality with high levels of integrity
- Ability to work under minimum supervision
- Good understanding of the digital landscape and willing to learn and drive digital business
- Performance oriented leader with strong people management skills

If you believe that you are our ideal candidate, please submit your application, detailed CV and academic documents with a daytime telephone number, quoting the position you have applied for in the subject line by **21st June 2019** to the Head of Human Resource, Nation Media Group Uganda at resourcing@ug.nationmedia.com

Please Note that only short listed candidates will be contacted.