

Wanted - CSLE Commercial Executive

Ciné Sous Les Étoiles, the first of its kind in Mauritius. We offer unique open air and outdoor cinema experiences. The launch in September 2018 has been met with enormous success and since then, we have continued shooting for stars!

Become part of the Ciné sous les étoiles team and be a part of the top-notch and most robust commercial team, learning from the very best to excel as a Commercial Executive!

Position Requirements:

- Academics: SC/HSC, Diploma, Bachelor's Degree, or any certificate in Business, Marketing, or a related field.
- Experience: Previous experience in sales or basic knowledge of sales activities such as understanding of business concepts, engaging with customers and sales process

Salary:

- Basic Salary of Rs 20,000 - Rs 30,000 (Negotiable as per experience and potential skills)

Skills and persona:

- Experience in Sales, Contracts and Negotiations
- Competency in Barter Exchange Agreements
- Fluent in English & French
- Fast learner and quick thinker
- Self-motivated and goal-oriented, desire to deliver result
- Good communication skills to interact and communicate concepts with the team and management

Main Duties and Responsibilities:

- Manage operations for Ciné sous les étoiles, including renewing agreements, finding new venues, contracting vendors, and providing ongoing support.
- Plan, coordinate, and assist with events like kids' events, movie screenings, and premieres.
- Generate reports with sales and financial data.
- Liaise with other cinemas for collaboration on advertising, package deals, and bulk ticket purchases.
- Drive sales through cold calling, networking, and social media.
- Close deals for private cinema events, movie premieres, equipment rentals, and advertising across platforms.
- Develop strong relationships with business partners, advertisers, and corporate clients.
- Negotiate new cinema packages, offers, and discounts for Cinema.mu.
- Secure sponsors and partners for Cinema World Ltd events.
- Ensure effective communication with our international partners to obtain movie licenses
- Provide ongoing support to B2B, B2C, advertiser, and sponsor clients.

What we offer:

- High salary with big bonus as per performance and sales volume .
- Ideal, modern and friendly working environment
- Opportunity for you to be mentored, learn and grow within the company.
- Discounts on all our Platforms.

Suitable Candidates - Apply now!

If you think you have the following skills and fit the criteria, send your candidacy to abzglobalrecruitment@gmail.com or apply directly on our career page (<https://abzgroup.info/careers.html>).

We look forward to meeting prospective candidates who will fit in this position and grow within the company!