



## **NATIONAL CIRCULATION MANAGER - CIRCULATION & SUBSCRIPTIONS** **(D Band)**

As part of the S189 Restructure process, the above vacancy has become available within the Circulation & Subscriptions department. The National Circulation Manager will be responsible for contributing to growth revenue by increasing national circulation sales.

### **Responsibilities:**

- To manage & oversee the circulation operations nationally
- To set, drive and achieve national circulation sales
- To maintain an efficient and cost effective department
- Management of a team of staff
- Financial control, this includes budgets, forecasts etc

### **Minimum Requirements:**

- Must possess a Business Management and Marketing & Sales qualification or equivalent
- Must have 15 years Management experience in the Newspaper industry
- Must have 15 years Marketing and Sales experience or equivalent
- Must have 15 years' experience in managing a subscriptions environment
- Experience in budgeting and forecasting
- Experience in developing and implementing strategic plans
- Strong knowledge of HR practices and procedures
- Must have valid driver's license with own car
- Must be computer literate - Word, Excel & PowerPoint are essential

### **Required Competencies:**

- An understanding of legislated employment requirements
- Innovative and ability to identify opportunities
- Thinks "out of the box", imaginative, creative and ability to conduct SWOT analysis
- Must have strong written and verbal communication skills
- Must have strong leadership skills, people management skills, negotiation skills, conflict resolution and diversity management skills
- Must have good presentation skills
- Must have strong interpersonal skills and must be able to operate at all levels of the organisation
- Ability to work under pressure

**Independent Newspapers is committed to its Employment Equity and Affirmative Action plans.**

All interested and suitably qualified applicants must submit a completed application form by no later than 12h00 noon on **Wednesday, 06<sup>th</sup> November 2024** to Human Resources at: [vacancieskzn@corporateservice.co.za](mailto:vacancieskzn@corporateservice.co.za)