

About The Role:

Sales & Marketing Manager



Location: Cape Town, South Africa

SoapboxSA is a well versed in social behaviour change from research, strategy consulting and campaign conceptualization, we consult for organisations that want to positively improve their social environmental impact in Africa. We are looking for a mid-level: **Sales & Marketing Manager** to join our team.

Summary

We are seeking a dynamic and strategic Sales & Marketing Manager to drive and align our agency & key programme's (SDGC & CFP) client acquisition efforts and marketing campaigns. You will play a vital role in driving growth, brand visibility, revenue, and social impact, within our key pillars Education, Sustainability, Financial Inclusion and Wellbeing, across Africa for our agency and in-house formats.

Key Objectives

Sales

- Support business development strategy (e.g. focus on CSR) with a focus on digital inclusion, education, and local community upliftment.
- Sales execution (close high-value leads for our agency & key programmes)
- Manage high-performing sales teams, setting targets and driving performance.
- Customer Relationship Management with key clients/partners
- Build partnerships with the private sector, NGOs, municipalities, and government bodies.
- Collaborate with Heads of Programmes & Project Managers to align offerings with market needs.

Marketing

- Develop & execute marketing strategies and campaigns for the agency & key programmes.
- Support digital marketing, branding, PR, events, and communication campaigns.



Cape Town (Western Cape)

- Ensure consistency across all brand touchpoints and customer-facing channels.
- Monitor and analyse marketing KPIs; adjust strategy as needed.
- Represent the brand at public forums and community engagements.
- Lead and mentor the marketing interns & sales
- Stay ahead of industry trends, competitive activity, and regulatory changes.

Requirements

- Bachelor's degree in Marketing, Business, Communications, or related field
 - Honours/MBA preferred
- 5-7 years of progressive experience in sales and marketing (mid to senior roles).
- Proven track record in building brands and achieving aggressive sales targets.
- Deep understanding of the South African market and socio-economic landscape.
- Leadership, communication, analytical, and stakeholder management skills.
- Strong interpersonal communication & collaboration skills
- Knowledge about sustainability and the UN's Sustainable Development Goals.
- Passionate about making a positive impact.

