



Business Development Specialist

Location: Claremont

Reporting to: Online Developments Manager

The incumbent will be responsible for the development of business plans for strategically aligned and commercially viable online legal information solutions for professional and business markets.

Responsibilities:

Identify opportunities, needs and problems

- Evaluate current products and services against comparable competitive products and services; identify gaps and opportunities development of solutions to better serve the market need.
- Meet with stakeholders from other areas of the business to develop understanding of use of information in the legal research market.
- Stay abreast of competitive developments and evaluate offered solutions as information becomes available.

Propose solutions

- Present one or more solution to identified opportunities, needs to problems.

Develop Business Cases

- For selected solutions research all business areas, working with the project sponsor to write business cases and proposals.

Present Business Cases

- Present Business Cases to management teams and other relevant stakeholders for signoff and approvals.

Work with project team

- Work with Business analysts, project managers and resources to translate business case into functional specifications.
- Stay involved in the development of the solution until delivery is completed.

Competencies:

Individuals applying for this position must have:

- A relevant tertiary qualification (Law qualification preferred);
- 3-5 years of experience in a similar role, or applied information technology, or business systems implementation. (Experience in legal information industry or experience in development of information solutions professionals and business is a distinct advantage);
- Business acumen;
- Good presentation and communication skills (written and verbal);
- Problem solving ability;
- Analytical skills, ability to research, interrogate and interpret; and
- Leadership skills.

Attributes:

The individual applying for this position must be:

- Confident and show strength of character;
- Diplomatic and able to communicate sensitively;
- Creative and an innovative thinker;
- A team player, but also prepared to work own initiative;
- Able to cope well under pressure; and
- Able to work within a defined process, yet flexible and adaptable.

We offer a competitive and market related remuneration package, commensurate with experience. To apply, please email your letter of application and CV to cmclarty@juta.co.za by 28 February 2013. This appointment will be made in line with Juta's employment equity plan. Should you not receive a response within 2 weeks, please consider your application to be unsuccessful.