



Academic Sales Consultant
Juta Academic Sales Division
Location: Sandton
Reporting to: National Sales Manager

Responsibilities:

- Planning, calling on, promoting to HEI's and academic retailers within the respective territories and institutions assigned.
- Building strong working relationships with key decision makers and key personnel within HEI's and retailers.
- Assist Academic publishing team with market feedback and research for new product development and adoption opportunities.
- Ensure that sales and adoption targets, jointly agreed upon for the respective institutions are achieved.
- Effective presentations and training of Juta Academic and Academic Agency product (print and electronic) to academics and retailers.

Competencies

- A minimum of three years' experience in the sales and marketing field
- A tertiary qualification is an advantage
- Prudent sales person who is customer centric
- Technically knowledgeable, having a sound working knowledge of Juta product as well as competing product
- The ability to do research for new and potential markets
- The ability to identify adoption and sales opportunities
- The ability to identify and feedback relevant information pertaining to improving market share, sales, product development, our competitors and publishing leads
- Of the highest ethical character

Attributes

- Self-motivated, effective and energetic team player
- Shows initiative and a problem-solver
- An excellent communicator, with good presentation skills
- Ability to build, maintain and strengthen good working and customer relations with our entire customer base
- The ability to effectively plan and prioritize, manage and achieve the agreed upon objectives
- The ability to analyse customer requirements and provide solutions

Other

- In possession of a valid code 8 Driver's licence

We offer a competitive and market related remuneration package, commensurate with experience. To apply, please email your letter of application and two-page CV to yplumridge@juta.co.za by 30 January 2015. This appointment will be made in line with Juta's employment equity plan. Should you not receive a response by 13 February 2015, please consider your application to be unsuccessful.