



Business Consultant
Reporting to: Sales Manager
Location: Claremont

The incumbent will be responsible for selling a full range of legal publications in print and electronic format. This is a high performance position, duties will include identifying prospects, consulting with customers and proposing relevant solutions and account management. The role also entails building long term relationships and ensuring product and service satisfaction. The incumbent will be responsible for meeting monthly sales targets. He/she will service and sell to a market of legal, financial and compliance professionals. This role is integral in assisting the Sales and Services Department to achieve overall goals and targets.

Responsibilities:

Selling Juta Law Publications

- Contribute to formulation of overall sales plan and objectives.
- Develop an effective action plan for your segment of the market.
- Prospect and engage customers and close sales orders by applying consultative selling techniques.
- Meet or exceed monthly, quarterly and annual sales targets.
- Identify potential key accounts and develop them by applying a key account strategy.
- Regular feedback (written and verbal).

Servicing of customers and subscribers

- Ensure product / service satisfaction of Juta customers.
- Provide training on e-publications.

Relationship Building

- Represent Juta Law at exhibitions, trade fairs, conferences etc.
- Follow up calls to clients to ensure full satisfaction with products and services.
- Build and maintain relationships with customers and key industry role players.
- Network extensively within target market

Administration

- Weekly call reports and sales forecasts.
- Monthly sales reports.
- Liaise with sales admin to ensure that all orders are correctly processed and fulfilled.

Competencies:

- A relevant degree or diploma recommended, with a minimum post matric qualification in sales, training or business.
- A minimum of 4 years' experience in negotiating and B2B selling at a senior level within the business market
- Able to work independently and without close supervision.
- Energetic, tenacious driven and goal orientated.
- A strong service orientation.
- Presentable and professional.

Attributes:

- Ability to network with and build relationships on a high level within the legal market, corporates and key stakeholders.
- Knowledge of legal systems and the legal profession.
- Sound understanding of Internet, Intranet and optical media concepts and applications.
- Ability to perform well under sustained pressure.
- Energetic, driven and goal orientated.
- Self- management skills.
- Excellent verbal & written communication skills.
- A proven track record of consultative, diagnostic customer engagement to sell multiple products.
- Mature candidate with relevant industry experience.
- High business acumen with an ability to hold in-depth discussions on business topics.

Special Requirements:

- Be willing to travel extensively.
- Valid driver's licence.
- Own reliable vehicle.

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 lawsales@juta.co.za by 26 June 2015. This appointment will be made in line with Juta's employment equity plan. Should you not receive a response by 3 July 2015, please consider your application to be unsuccessful.