



**Academic Sales Consultant
Juta Academic Sales Division
Grade C
Location: Gauteng: Sandton
Reporting to: National Sales Manager**

Responsibilities:

- ◆ Planning, calling on, promoting and selling to Higher Education and Tertiary Institutions within the respective territories, institutions and departments
- ◆ Planning, promoting and selling to Academic Bookshops within the territories
- ◆ Building strong working relationships with decision-makers and key personnel
- ◆ Effective one-on-one and group presentations, of our products, to academics, retailers and suppliers
- ◆ Achievement of agreed Sales Targets
- ◆ Market feedback, research and input into new product development
- ◆ Submission of monthly Sales Reports
- ◆ Travel into neighbouring states

Attributes:

- ◆ A minimum of three years experience in the Sales and Marketing field
- ◆ A tertiary qualification would be an advantage
- ◆ Ability to effectively plan and prioritize, manage and achieve the agreed upon objectives
- ◆ Ability to close deals and make sales based on predetermined terms and conditions of our products
- ◆ Ability to find and identify all relevant markets and market opportunities for our products
- ◆ Ability to build, maintain and strengthen good working and customer relations with our entire customer base
- ◆ Ability to identify and feedback relevant information pertaining to, improving market share, sales, product development, our competitors and publishing leads.

Competencies:

- ◆ Excellent communication and group presentation skills
- ◆ A proven sales track record
- ◆ A working product knowledge
- ◆ Excellent working knowledge of all our materials as well as competitor's titles
- ◆ Excellent communication and group presentation skills
- ◆ Excellent quality orientation / attention to detail
- ◆ Excellent persuasive / sales ability
- ◆ Have Bookmaster experience
- ◆ Familiarity with CRM

Special Requirements:

- ◆ Be willing to travel
- ◆ A valid driver's licence

Interested parties to submit a brief resume to tdawes@juta.co.za by 12 October 2018