



## **Journal Publisher: Juta Law**

**General Law Publishing**  
**Locations: Cape Town**  
**Reporting to: General Law Manager**  
**Grade: D2**

### **Role Purpose / Summary**

The Law Journals Publisher will be responsible for the growth and development of the law journals portfolio in South Africa and the African region. This role includes a strong business development and new journal acquisitions focus. The successful incumbent will be expected to build and maintain strong relationships with journal editors, authors, academics and other stakeholders. Previous experience in the publishing industry will be a strong advantage.

### **Major Responsibilities / Accountabilities**

- Proactively managing the law journals portfolio ensuring the growth and development of each title in line with an agreed revenue target and profitability.
- Building and maintaining strong relationships with journal editors, authors, academics and other stakeholders.
- Effective account management of each journal including monitoring finances, subscription numbers, inputting into royalty arrangements, and liaising with production and editorial colleagues to ensure publication to schedule.
- Monitoring and reporting on budgets, costs, pricing and sales to inform strategic planning.
- Organising the annual Managing Editors Forum.
- Presenting at identified meetings/conferences/workshops.
- Liaising with sales and marketing colleagues to develop sales and marketing plans.
- Effective communication with the editing and production teams regarding timeframes, expectations and publication details for new and existing journals.
- Engaging with the overall business strategy to ensure alignment with the General Law department objectives and the objectives of the company as a whole.
- Representing Juta and Company at publishing workshops, conferences and industry events.
- Participating in and contributing to Thought Leadership discussions and All Hands weekly meetings.
- Organising and Contributing to thought leadership discussions.

## **Attributes**

- Relevant and demonstrable journal publishing experience.
- Personable with strong influencing and negotiation skills.
- Ability to prioritise and organise workload to achieve deadlines.
- Proven experience of developing new products and/or managing existing products to deliver revenue and profits.
- Demonstrable commercial awareness and strong results orientation.
- Ability to think analytically, collate appropriate research and apply results to guide decision making.
- Ability to work independently and on own initiative.
- Ability to understand and clearly articulate complex problems and solutions, with competency in collaboration.
- Persuasive, mature communicator (written and oral).
- Relevant experience and sound knowledge of the current journal landscape and Assessing proposals to evaluate new business opportunities.
- Meeting with managing editors and academics to understand their needs and discuss potential partnerships.
- Involvement in the drafting of tender proposals, where necessary.
- Monitoring and managing the 'open access' situation and strategically mapping out the way forward for the journals based on 'open access' requirements.
- A university degree, preferably an LLB, BCom LLB, Publishing.

## **Competencies**

- Business acumen, initiative and drive
- Willingness to accept responsibility and accountability
- Excellent written and verbal communication skills
- Excellent quality orientation and attention to detail
- Ability to work independently and as part of a team
- Ability to work under pressure and to deadlines

**Interested staff to submit a brief resume to Taaliah Dawes**  
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