



Publisher: Juta Law

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

Role Purpose / Summary

- The commercial management and curating of a portfolio of legal and compliance publications with responsibility for product revenue and performance.
- To ensure that content is defined and planned in line with legal developments, growth of current list and market trends.
- To ensure appropriate, timely enhancements and updates are delivered for each product.
- To work with a range of suppliers, stakeholders and authors to develop functional specifications for new or legacy products, defining the financial and technical scope of enhancements to deliver market-leading legal commentary, and manage product lifecycles for commercial success.

Major Responsibilities / Accountabilities

- Accountable for the commercial performance of a portfolio of legal and compliance products in subscription (online or looseleaf) or book format, to include the commissioning and timely delivery of content cross-media to print, ebook and online.
- Developing detailed functional specifications based on business and customer requirements to support delivery of propositions, products and services.
- Building and maintaining high-quality relationships with authors. Including commissioning new authors, negotiating contract terms and ensuring continued engagement with publishing strategy and future development plans.
- Relationship management involving formal and informal channels, chairing meetings, attending conference or marketing and networking events.
- Keeping abreast of the latest developments in the field via a range of research methods, deriving information from activities both desk-based and in person.
- Working closely with cross-functional teams to achieve on-time, in-scope delivery of one or more components of a proposition/product/service lifecycle while ensuring the publishing process, customer support, and sales and marketing activity is appropriate, timely and of high quality.
- Reviewing and developing the strategic longer-term content plan for key titles and the whole portfolio, to follow through to delivery on the plan.
- Inputting into the shorter-term plans for individual titles, including costs, pricing levels, revenues, schedules etc.
- Managing costs, including seeking ways to maximise the profitability of the portfolio and driving through cost savings.
- Supporting overall strategy in coordination with company goals.
- Organising and Contributing to thought leadership discussions.

- Developing knowledge of the company's propositions, products or services and industry trends.

Attributes

- Relevant and demonstrable legal 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
- Sound knowledge of the SA legal system and profession
- A university degree, preferably an LLB, BCom LLB, Publishing degree

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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