

WE WANT YOU!



Macmillan Education is a place where vibrant minds meet. We're a trusted education brand and our core values are to be **Passionate**, **Supportive** and **Inventive** in everything we do.

We've been around for a while (since 1843), but that doesn't mean that we're old fashioned. We consider ourselves to be confident, self-assured, entrepreneurial and, especially, ground breaking!

We're in the business of helping people learn and to better their lives through education, and as a result we look for individuals who are not just passionate about education, but also about making a difference.

As the publishers and marketers of quality textbooks and educational support materials, we aim to transform learning through discovery.



Job title:	Agency and Digital Sales Consultant
Department:	Commercial Sales and Marketing
Location:	Midrand
Salary:	Market Related
Reporting to:	Head of Agency and Digital

Reference number: ADSC/CSM/020822

Purpose of the Job:

Macmillan Education South Africa is seeking to appoint an experienced Agency and Digital Sales Consultant to be responsible for increased sales of Macmillan's Digital and Agency products, and maintaining a strong presence in the own-buy market.

Requirements:

- Matric
- Qualification in Sales and marketing and/ or Information & Technology will be advantageous
- 3 years of sales experience.
- Advanced computer literacy skills.
- Experience in the publishing industry is advantageous.
- Good understanding of the education sector

Competencies:

- Excellent interpersonal skills and the ability to build long term, trusting, and influential relationships
- Advanced computer literacy skills
- Excellent presentation skills
- Excellent written and verbal communication skills
- Energetic, dynamic and quick thinking
- Ability to multitask, prioritize and manage stressful situations
- Ability to give and take direction and work well as part of a team
- Strong negotiation skills
- Excellent attention to detail
- Ability to be a self-starter and sustain high levels of motivation
- Ability to see projects through to completion and to draw up accurate and detailed reports

Key Responsibilities

- Product promotion, planning, and customer visits
- Secure opportunities for Digital product sales, nationally
- Assist with product training and presentations for both Print and Digital
- Visit and support key booksellers, including Trade customers and eCommerce suppliers
- Customer support across group functions

NB: In terms of meeting the company's goals with respect to Employment Equity, people with disabilities are encouraged to apply.

Applications: Candidates who are interested in this position and who meet the requirements, may forward their CVs to Romelda Kodisang in the HR Department, on the following email recruitment@macmillan.co.za.

Closing date: 2nd August 2022

If you have not been contacted within a three week period of the closing date, please consider your application unsuccessful.