

JOB DESCRIPTION: Publisher Relationship Consultant

ITSI (Pty) Ltd is currently seeking highly motivated and self-driven Salesperson, with an excellent track record, to acquire new Publishers for the ITSI Platform.

ABOUT ITSI

ITSI offers a unique, patented, and scalable e-learning solution that allows schools and other institutions to improve their daily engagement with learners and build on their digital skills while keeping the educator at the heart of education. In the South African education sector ITSI has developed from being the first mover, into being the market leader by expanding to over 200 public and private educational institutions, with more than 100,000 full-time users. ITSI has also expanded into B2C market through our online store (www.store.it.si), and has set up offices internationally in the UK and Middle East.

For more information on ITSI and ITSI's platform please visit www.it.si.

PUBLISHER RELATIONSHIP CONSULTANT (PRC)

The PRC will be responsible for Identifying new content requirements for different markets, and attracting new Publishers and other content providers to the ITSI Platform, while maintaining the existing relationships. The PRC will need to independently drive the entire process from cold calling to negotiations and the closing of the contract, as well as supporting contract implementation and ongoing relationships.

The ideal candidate must have the ability to drive complex negotiations at all stages of the Sales process, and act as a liaison between the Content Provider and ITSI. To be successful, the PRC will need to be self-motivated, and possess outstanding communication and sales skills, as well as great attention to detail. Experience in negotiations and relationship management is a must.

The position is located in Pretoria, and the PRC will report to Content Acquisition Manager.

Key Responsibilities

- Identify Priority Content requirements in the local and international schools, higher education and trade markets, and negotiate to acquire content on the Platform and Retail Store
- Create and implement creative sales approaches and proposals with Content providers/publishers to attract them to sign up with ITSI
- Coordinate sales efforts with both team members and other departments, such as sales and marketing.
- Implement policies and processes that ensure optimal Publisher satisfaction with the ITSI Platform.
- Manage existing Publisher Relationships, to ensure optimal customer satisfaction and to ensure their entire offering is on the platform.
- Keep abreast of best practices and promotional trends.

Required Experience

- Graduate degree in Commerce, Marketing, Publishing or Similar
- 5+ years' work experience in a Sales environment, with a proven track record in Sales and Supplier Management
- Demonstrated ability to be a self-starter with a passion to independently drive partnerships with the ability to work under minimal supervision
- Ability to build great working relationships with customers and colleagues at all levels

- Great communication skills, ranging from presentation skills to report writing.
- Ability to work in detail oriented manner, with strong analytical, negotiating and problem solving skills.
- Ability to handle and track multiple negotiations simultaneously. Proven skill to effectively prioritize specific stages of the Sales process in accordance with business requirements.
- Motivation to continuously learn and expand your knowledge in all topics regarding e-learning, the education environment and ICT innovation.

Preferred experience

- Experience within the education and/or corporate training sector, especially within an e-learning environment is preferable.
- Wide-range technical understanding, especially with regards to e-learning (learning theories, online and blended learning, flipped classrooms, mobile learning, as well as an understanding of technical issues related to e-learning such as the need for high density Wi-Fi networks, Internet access, Firewalls, IP addresses and servers, etc.);

If you are interested in this position, please e-mail your CV with the subject line “Publisher Relationship Consultant” to jobs@it.si.

The deadline for applications is 29 June 2018.