Sales Development Manager

(part-time, fixed-term contract)

Helping small Scottish-based publishers develop their sales capacity

An exciting opportunity has arisen for an experienced sales professional to work on developing the sales capacity and strategies for small publishers in Scotland. Publishing Scotland in conjunction with BookSource are seeking a freelance Sales Development Manager to provide sales support for publishers. This part-time role (0.5) is to represent the publishers to key accounts in the UK and to develop their sales management activity through coaching and informal training sessions, both on an individual and a collective basis.

This is a new pilot service, funded by Creative Scotland, with the post being offered on a freelance basis for 18 months, part-time. The post-holder can work remotely for some of the time and may be based in Scotland or the London area. The postholder would report to a small steering committee from Publishing Scotland and BookSource. The post will be funded initially for 18 months with a view to extending beyond that period, depending on demand. We welcome applications from a wide range of candidates from the fields of book representation, bookselling, or marketing.

Key responsibilities:

• Assist publishers in developing sales strategy for their companies
• Help publishers formulate and successfully agree sales proposals for key customers
• Ensure relationship with each participating publisher is active with wholesalers, chains and Amazon, and confirm terms of business
• Liaise with buyers to communicate key marketing and promotional initiatives to publishers
• Work with client publishers to maximise sales performance

How it would work:

Publishers will pay a monthly subscription to the new service at a tiered rate and in return will be coached in managing their sales, and having their titles represented to key accounts. We aim to get the service up and running by end May 2020.

Experience/skills required

• Excellent negotiation, presentation and communication skills
• Experience of working with the wider UK book trade is essential
• Sales management experience with a strong understanding of the Scottish publishing scene would be advantageous.
• Experience of training would be useful but not necessary

You will be responsible for your own time management and activities but we would expect that as this is a freelance appointment, that days/hours worked will be the equivalent of 2.5 days per week and
that attendance of circa 2 days a month (not consecutive) may be required in the BookSource office in Glasgow. The contract has a daily rate of up to £120 per day.

To apply or if you would like further information on this new sales role, please send your CV and a cover letter, outlining your interest to marion.sinclair@publishingscotland.org.

Closing Date for applications: 5pm, 6 March 2020

Interviews will be held the w/c 16 March in Edinburgh or Glasgow.

Publishing Scotland is the network, trade and development body for the book publishing sector in Scotland. It is the majority shareholder of BookSource, one of the UK’s leading book distributors for independent publishers, based in Glasgow. Supporting publishers is at the heart of our activity and helping them sell is the front line of engagement with a unique network of members, client publishers and others.

We aim to be an equal opportunities employer and contracting organisation and to ensure that no applicant or employee receives less favourable treatment on the grounds of gender, age, disability, religion, belief, sexual orientation, marital status, or race, or is disadvantaged by conditions or requirements which cannot be shown to be justifiable.

Publishing Scotland
Scott House
10 Sth St Andrew St
Edinburgh
EH2 2AZ
www.publishingscotland.org
Tel – 0131 228 6866
Tw - @PublishScot