



Legal Sales Manager for reallymoving

Position – Full time

Probationary period – 3 months

Location – St Albans, Herts

Start Date – as soon as possible

Competitive Salary

We are looking for an experienced Legal Sales Manager to work across two of our businesses: reallymoving - established in 1999, now the leading comparison site in the moving home sector, and TheLawSuperstore - a recent acquisition that works across all legal sectors. The ideal candidate will be experienced in sales as well as experience in the legal sector. A professional services background may be a good fit for this role.

We need a confident and motivated individual to grow and manage our panel of Lawyers for reallymoving and TheLawSuperstore. The individual will be responsible for managing the relationships with existing partners.

This role will involve different levels of selling and account management, focusing primarily on solicitors. As the key liaison with industry organisations and bodies within the legal sector, it's critical that you are credible and comfortable communicating at this level. You will be happy to pick up the phone or draft powerful emails which engage with solicitors in order to offer free trials to the website.

Your relationship management skills will be exceptional, and you will be the primary point of contact for all of your partner account needs. Sourcing and developing future partners in order for us to continue to grow our business and building your own leads and sales pipeline is an essential part of the role

You'll need to be organised and responsive, partner account information will need to be carefully loaded onto our CRM system and you will respond effectively and professionally to their feedback. Supporting partners in maximising use of the platform in order to convert and win new business is essential.

In order to be successful in this role you will need to be results driven with a proven track record of success in sales. You will be extremely confident and articulate both on the phone, face to face and in written communications – the phone and email are our primary means of partner communication. You will be well organised and experienced in devising strong sales plans and pipelines that achieve results. You will be able to evidence that you

have built networks and relationships across organisations which enable lasting account relationships.

We are ideally looking for candidates with experience of working with solicitors and or law firms. You will need excellent presentation skills, a good level of IT literacy – specifically Microsoft Suite and CRM utilisation. You will be confident and adaptive in your use of systems in order to master our Admin systems.

Sometimes our partners may be unhappy with us; we need to look after them and handle these situations sensitively and professional, resolving problems to ensure we maintain strong and lasting relationships.

This is a unique role within our team and you must be happy to work independently whilst keeping others informed of progress. You will be happy to share ideas and teach others what you know so that we can all develop and continue on our journey of success.

A good knowledge and understanding of e-commerce and social media would be useful.

We offer:

Working in a fast-paced environment where you will work with a smart bunch of people to learn from, we offer cake on your birthday, a central St Albans office location, fresh fruit, contributory pension and much more. If you want to be part of the continued growth of our business and you think you have the right skills to make a big impact please send your CV to jobs@reallymoving.com.