



Join us!

Regional Sales Manager

Location: Home based, UK

Reporting to: Sales Director

Effective from: February 2021

Excellent opportunity for a motivated Regional New Business Sales candidate with experience in the Legal / Technology / Property / Cloud Solution/ SAAS experience to join the fast-growing team of this market leading legal tech company.

Who we are:

Law Firm Services are a technology business dedicated to the Legal Sector and have a strong track record in delivering client lead solutions that are technically reliable , secure and make a real difference to both law firms and their clients. The business is now bringing its expertise and experience to help law firms deliver an excellent client onboarding experience with their product Minerva. This is a portal for both clients and law firms to use to help build a brilliant onboarding process that saves money for the law firm and helps build excellent client relationships.

Company Culture:

We are a small team of legal tech experts who work closely in an encouraging environment. People-focused, we always look out for each other and work hard to get the best results for our customers.



You will succeed in this role by:

- + Driving new opportunities within the legal industry (taking full accountability)
- + Telemarketing to the legal sector to discuss our IT managed service, SAAS solution
- + Building relationships with IT managers to position our product and services
- + Owning the pipeline, reporting back to the Sales Director on a weekly basis.
- + Conducting monthly visits / remote calls with prospects and customers to help build and develop strong relationships
- + Owning sales activity off the back of marketing campaigns and communicate regularly with the Sales Director on discussions, demonstrations and all opportunities
- + Achieving annual target
- + Maintaining excellent prospect and client data within the CRM
- + Reporting on sales opportunities, pipeline, revenue targets and sales KPI's
- + Supporting marketing initiatives with quick and responsive follow up and feedback

Must have:

- + Minimum 2 years' experience selling Legal / Technology / Property / Cloud Solution
- + Must have the disciplines relative to outbound sales calling
- + Worked for an IT / Technology Sales
- + Proactive nature with a successful track record in business development
- + Highly motivated working as an individual salesperson
- + Strong emotional intelligence, with a clear ability to get on with people
- + A confident manner and approach to present our offerings
- + Experience in CRM management (we use Hubspot)

We'd love it if you had:

- + Extensive Legal Technology Sales experience
- + Legal Property Sector experience
- + Excellent contacts within the Legal Community
- + Experience in presenting both in person and remotely.

Your Background / Previous Roles May Include:

Legal Technology, Business Development, New Business Sales IT Reseller Sales, SaaS Sales, Sales Development Representative, Software Sales, IT Solution Sales, Cloud Solutions, Sales



Your environment

You will work from home, visiting prospects or clients as required across the UK or maintaining online meetings and presentations. Occasional travel to meet up with the Law Firm Services team may be required, with overnight stays dependent on travelling distances.

Salary, Targets and Commission plan to reward success

Flexible working hours (37.5) hours per week

Occupational Health and Safety

Employees are responsible and accountable for:

- + Compliance with workplace policies and procedures for risk identification, risk assessment and risk control
- + Active participation in activities associated with the management of workplace health and safety
- + Identification and reporting of health and safety risks, accidents, incidents, injuries and property damage at the workplace.

The above job description is a guide to the work you may be required to undertake but does not form part of your contract of employment and may change from time to time to reflect changing circumstances.

Expressions of interest, CV and covering email to ben.m@lawfirmervices.co.uk by 8th January 2021

No agencies please