

Head of Sales & Success

Company: [Lawyer BookBuilder](#)

Location: Remote, U.S. Based

Employment Type: Part-Time with Potential for Full-Time

Compensation: Base Salary + Significant Commission Potential

About Lawyer BookBuilder

[Lawyer BookBuilder®](#) is a premier online business development training and group accountability curriculum that teaches lawyers how to become exceptional rainmakers. The program creator is David Freeman, J.D., a two-time best-selling author and award winning consultant who has trained and coached well over 10,000 lawyers in hundreds of firms worldwide for 30 years, including nearly half the Am Law 200.

This comprehensive turnkey training and accountability system fills a need for consistent, high-quality, easy-to-implement, scalable training that helps individual lawyers thrive while also encouraging a firmwide culture of collegiality and cross-selling. The Lawyer BookBuilder program ranges from a single license fee of \$2,500 per user, up to full firm licenses starting at \$225K.

Role Overview

The Head of Sales & Success plays a critical role in connecting law firm leaders and professionals with our state-of-the-art program. Candidates should possess a strong background selling to decision-makers, especially in medium to large law firms.

Key Responsibilities

- Develop and manage a list of prospects, especially in medium to large law firms.
- Develop and execute sales strategies to effectively introduce and sell the Lawyer BookBuilder program to existing and new leads, aiming to meet and surpass sales goals.
- Build and maintain lasting relationships with clients, prospects, and referral sources.
- Diligently manage and execute daily sales activities and follow-ups using a CRM system.
- Keep current with law firm news to find opportunities to connect with prospective clients.
- Respond promptly to emails, texts, calls and other requests from clients, partners, and other stakeholders.
- Provide personalized engagement throughout the sales cycle and continue to follow-up after the sale to support program implementation and identify additional sales opportunities.

Requirements

- Proven track record selling to decision-makers, particularly in medium to large law firms – ideally with experience selling business development or marketing products and services.
- Comprehensive knowledge of the legal industry and professional development needs.

- Exceptional written and verbal communication, negotiation, and presentation skills.
- Ability to work independently, manage time efficiently, and accommodate various time zones.
- Proficiency in CRM software and digital sales tools.
- Must be based in North America and capable of working remotely.

Benefits

- Base salary with a performance-based commission structure.
- Marketing campaigns in place to enhance brand awareness and generate leads.
- The flexibility of remote work, providing a balance between professional and personal life.
- Positively impact the professional growth of lawyers and law firms.
- Fills a gap that exists in many firms by providing a high quality, firmwide training curriculum.
- Access to a large market with significant revenue potential.

Equal Opportunity Employment

Lawyer BookBuilder is an equal opportunity employer. We value diversity and are committed to creating an inclusive environment for all employees.

How to Apply

If you are motivated by the opportunity to introduce a much-needed product to law firms, to generate significant income through performance-based incentives, and if you possess the skills, connections, and energy to passionately tell and support the Lawyer BookBuilder story, we encourage you to apply. Please send a cover letter detailing your relevant sales experience and why you are interested in this role, along with your resume to: careers@lawyerbookbuilder.com.