

WANNA COME AND PLAY WITH US?

About Conscious

Conscious Solutions is the market leader when it comes to developing websites for the legal profession.

As of November 2011 we have around 250 clients spread all over the country.

In addition to building websites, we also resell an intranet software product called Intranet DASHBOARD into the legal sector as well as other sectors.

Since summer 2010 one of our most successful services has been selling SugarCRM consultancy services to medium sized firms i.e. 20+ partners.

We have, with some success, been providing limited marketing consultancy services to our clients. We say "some success" as there is only so much we can do for clients without being "in the room" with them on a regular basis.

For this reason we are looking to partner with freelance marketing consultants to provide a portfolio of marketing services, backed up by Conscious.

What are you looking for?

Forget what we are looking for, for a moment, let's concentrate on what you want. Does any of this sound familiar?

- you are already a freelance marketing consultant working with professional service businesses
- you're bored of working in a law firm as a Marketing Manager or Director
- you are looking for a freelance career but staying with the legal sector
- you like the idea of working freelance but think it might be more successful to work with an umbrella organisation where you can leverage an existing brand and other people's skills and experience
- you'd like to have a professional organisation to take care of much of your billing and administration

If this does sound familiar, then you might have the right background to work with us.

What are we looking for?

We have spent the last five years building a very specific "brand" for our business. We are known as a business that "gets things done", but that also has a very specific "posture". We are looking for people who will fit in to this brand. So you will :-

- be smart and committed
- like hard work as much as smart work
- be flexible in terms of working location
- be someone who is likely to ask more of themselves than any boss ever would
- be a motivated self-starter, capable of working under your own direction
- be a confident salesperson who is confident of acquiring and developing your own portfolio of accounts (with our help of course)
- be willing to work under our brand in the professional services sector (legal, accounting & IFAs)



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- have your own car and be happy to work on client's premises on a regular basis

We are specifically NOT looking for individuals who have "employee thinking" mentality who think that we are just going to feed you leads or stick you in front of our existing clients.

What are the benefits of working with Conscious?

In return for your commitment we believe we offer a fantastic support package for the right kind of people.

- the support of a £1m+ turnover company with an excellent reputation in the legal sector
- personal & professional development and learning - formal and informal
- being introduced to clients they probably wouldn't have acquired on their own
- a supportive team to bounce ideas off and share best practice
- a ready made website to publicise them and their work and to generate leads
- access to our client database
- free access to the materials and products we have already developed
- state of the art materials production, if new ones are required
- a full-time, highly competent, administrator who goes out of her way to give people a first-class service
- the chance to bid for large projects where a whole team of trusted colleagues is required
- up-front funding for good ideas and business generation projects - against a business case that the team evaluates
- enormous fun!

What can you expect to earn?

We are assuming that someone interested in working in this kind of role is probably looking for 3-4 days work per week.

In this case you could expect to earn somewhere above £30,000 per year, but this will be very much dependent on your own business development skills.

You will be expected to pick up your own travel costs, which, if they can be invoiced on to the client, will of course be reimbursed to you.

You will also be expected to pick up your own sales & marketing expenses (mileage, phone calls etc). Remember, you are self-employed, not a Conscious employee. We will however provide business cards, CRM software, stationery, email address, admin support etc.

Are there any costs?

Yes, this is your business, all businesses have costs, but we are only talking about you covering our costs for business cards, software licenses etc. If you're not willing to invest a few hundred pounds in your future, you're not the person we are looking for.

OK, game on! What's the next step?

Send a CV to David Gilroy (dgilroy@conscious.co.uk) who will then give you a call. The second step will be for you to come to Bristol and meet members of the Conscious team.



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