Content Acquisition Manager, Beijing, China – ACS International

ACS International, Ltd. (ACSI) is a wholly-owned subsidiary of the American Chemical Society. ACSI is comprised of representatives that serve the scientific community worldwide. Employees represent products and services provided by ACS divisions, including ACS Publications and CAS (SciFinder® and STN®) to the world’s most important scientific companies, government organizations, global patent offices and academic institutions to promote research and discovery.

ACS International is currently seeking a Content Acquisition Manager based in Beijing, China.

Position Summary
The Content Acquisition Manager cultivates relationships with publishers, patent offices, and suppliers located in East Asia to ensure timely and cost-effective procurement of source material to help build world-class databases of chemical, biological and related scientific data. They monitor, review, analyze changes and impacts, and identify new sources of literature from counties/regions in East Asia in various languages for inclusion in CAS Solutions. The role reports directly to China General Manager.

Primary duties of the role will be:

- Develops a content acquisition strategy in East Asia in chemical, biological and related scientific fields to support Content Operations (CO) content priorities against critical needs and budget constraints.
- Establishes and manages strong relationships with publishers and negotiate contracts in collaboration with Legal and Finance Departments.
- Leads content acquisition operations in East Asia, identify new sources of scientific material, and perform evaluation of content in collaboration with CO SMEs and Technology Division.
- Serves as a Content Acquisition Representative in East Asia. Proactively keeps abreast of changes to publishing policies, standards, and technology by networking with acquisition accounts, subscribing to discussion lists, and attending conferences, webinars, or workshops. Delivers presentations in conferences. Share knowledge with CO Acquisition leaders and colleagues.
- Oversees acquisition accounts and ensures CAS has rights to use content in database building or in accordance with terms defined in license agreement.
- Serves as a role model for change agility. Demonstrates awareness and anticipation of business needs by advocating for CAS and CO changes.
- Demonstrates and influences a customer-centric experiences. Strives to create excellent customer experience for both internal and external customers.

Minimum Education/Experience/Technological Knowledge

- Master’s Degree in Chemistry, Library Science, or related fields.
- Five or more years of work experience in STM publishing in Mainland China.
- Familiar with various content sources and assets in Chemistry, Life Science, Material Science, and Energy.
- Strong communication skills, ability to establish business relationship with executives in publishing entities and negotiate contracts.
- Ability to collaborate across divisions (Content Operations, Marketing/Sales, Legal, Product Management, Technology, etc.) to achieve business goals.
- Demonstrated ability to work with computers. Proficient with video conferencing, instant messaging, email, calendar scheduling, word processing, spreadsheets, and document sharing software.
- Organized - skilled at multitasking, prioritizing, and working under tight deadlines and high volume.
- Analytically savvy – have strong critical thinking and analytical capabilities.
• Detail oriented – skilled at recognizing and troubleshooting errors.
• Must be fluent in Chinese and English.
• Domestic and international travel required as deemed necessary.

To apply for a position, please submit your cover letter and CV to careers@acs-i.org