



Publications Sales Consultant, EMEA – ACS International

ACS International, Ltd. (ACSI) is a wholly-owned subsidiary of the American Chemical Society. ACSI is the global operating entity of the American Chemical Society (ACS), the world's largest scientific membership association, with a mission to "advance the broader chemistry enterprise and its practitioners for the benefit of Earth and its people."

The position will reside within ACS Publications. The Publications Division has all the characteristics of a medium-large scientific and technical publishing organization. It is one of two ACS Divisions charged with serving the dual function of generating a reliable annual surplus to support the Society's programmatic activities, while also fulfilling a core goal of the Society in advancing knowledge in the field of chemistry and the chemical enterprise.

The Publications Division publishes over 80+ high-quality scholarly journals focused on chemistry and chemistry-related topics. It provides its members and the worldwide scientific community with a comprehensive collection of high-quality information products and services for the practice and advancement of the chemical sciences.

ACS International is currently seeking a Publications Sales Consultant, EMEA.

Position Summary

The American Chemical Society is looking for an experienced Sales Consultant to join its UK EMEA Sales Team as Southern Europe Accounts Manager. This role is based in Oxford but can also be remote in one of the territories assigned.

Already established as the most-trusted, most-cited, and most-read journals in the chemistry-related sciences, ACS products are well-known to, and deeply respected by, current and potential customers alike.

The Account Manager will be responsible for managing ACS Publications institutional customers in designated EMEA markets to include Italy, Spain, Portugal, Greece and Israel; developing business opportunities and increasing market penetration of ACS Publications' high-quality scientific journals, eBooks, reference resources, and other services to support innovation in Science, Technology, Engineering and Medicine (STEM).

This position will report to the Manager, Sales Accounts, EMEA.

Primary position accountabilities are as follows:

- Manage growth within an existing Academic, Government and Corporate customer base of accounts to maximize revenue and develop strategic plans for top accounts and Academic consortia renewals.
- Actively plan for and prospect new business with the support of inside sales colleagues.
- Represent ACS Publications in professional and conference venues, such as the ACS on Campus program and other relevant events appropriate to the role.
- Understand, communicate, and represent knowledgeably the Scientific Publishing industry and ACS Publications content, quality, pricing, and policies.
- Be curious about the evolving corporate and academic business landscape in markets assigned and self-educate as an ongoing effort to explore and progress new business opportunities.
- Be an excellent external and internal communicator verbally and in writing to ensure you give and receive the support needed to grow the business across the academic, corporate and government market sectors.
- Develop and strengthen ACS contact networks at individual site level and above and keep pace with the evolution of Open Access publishing and TDM in the relevant markets.
- Craft business plans for your markets and with the support of your sales and marketing colleagues, actively pursue business relations to grow market share.

Minimum Education/Experience/Technological Knowledge

- Four-year University degree or equivalent experience sufficient to provide an informed perspective on the value of ACS products and services to the community served.
- Success selling research-support information products to STEM research-intensive companies.
- 5+ years of publication and/or database sales experience targeting STEM research-intensive accounts in the corporate, gov and academic markets.

- Experienced with tools such as SalesForce.com and other business systems to proactively manage business; record sales visits and other relevant interactions; and provide regular updates through a monthly reporting process.
- Ability to create and maintain strong networking and people skills with Corporate and/or Academic Library leadership, management, procurement, and front-line staff.
- Clear and concise communication style with a structured approach to building and maintaining business communication records for the Society.
- Consultative sales skills to establish, build, and nurture positive and mutually beneficial relationships.
- Initiative-taking and business driven in pursuit of sales opportunities.
- Teamwork skills and affinity for productive sales collaborations with territory sales partners but also self-motivated and independent.
- Insider industry knowledge, with strong understanding of and ability to develop and drive strategies to mitigate competitor positions.
- Strong professional leadership skills, with the ability to influence outcomes and engage stakeholders to take appropriate actions.
- Strong organization and CRM skills (Salesforce.com preferred), and happy to use data to drive decision-making and uncover/support customer needs and opportunities.
- Motivated to work independently in a remote work setting with minimal day-to-day supervision.
- Ability to develop and maintain internal working relationships across geographies to achieve set or assigned objectives.
- Personal computer proficiency in Microsoft Office suite, and sufficient to learn/apply business applications.
- Additional languages would be an advantage but not required.
- Regional and international travel is a requirement of this role for up to 40% of the time.

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