

Account Manager (Sales - India, Metro city)

As a sales professional managing customer accounts, you will be responsible for achieving sales goals for product and services of CAS – a div of the American Chemical Society

About Company

ACS International India Pvt Ltd. (ACS-I India) is a wholly-owned subsidiary of ACS International, Ltd USA and a part of the American Chemical Society. ACS-I India represent products and services provided by ACS divisions, including CAS (SciFinder Discovery Platform and STN®)) to the world's most important scientific companies, government organizations, global patent offices and academic institutions to promote research and discovery.

Position Responsibilities

- Responsible for the sales revenue targets and activity goals and to achieve, you will build, expand relationships with customers by creating, advancing and closing revenue opportunities
- Renewal of existing accounts and drive growth of additional products and services by conducting needs assessments and matches these needs to the appropriate solutions.
- Effectively identify customer issues, opportunities and work through CRM to resolve
- Develop and maintain daily plans including pre-call planning & presentations
- Report market Intelligence and customer feedback on regular basis to global team
- Attend trade shows, events and conferences

Position Requirements

- Post graduate degree in Science (Chemistry, Pharmacy or related) from a reputed University.
- Relevant experience of 1-5 years with proven track record of selling science, intellectual property solutions.
- Willing to travel extensively for customers visits in assigned region in India
- Self-motivated, proactive with excellent communication skills in English.

If interested, please send your cover letter and CV to hrd@acs-i.org

www.cas.org