



Business Development Professional – India (Hyderabad region)

You will be responsible for developing business in the assigned region. This includes identifying new customers, and growing existing business. Responsibilities will include an overall representation of CAS products in the region including providing technical/product support for the region.

About ACSI

ACS International India Pvt Ltd. (ACSI India) is a wholly-owned subsidiary of ACS International, Ltd, USA.

ACSI India represents products and services provided by operating divisions of the American Chemical Society- including ACS Publications and Chemical Abstracts Service (SciFinder[®] and STN[®]) to the world's most important scientific companies, organizations, global patent offices and academic institutions to promote research and discovery.

Position Responsibilities:

- Generates revenue utilizing sales opportunity process via necessary sales and support visits, calls, emails and presentations with the expectation of creating, advancing, and closing revenue opportunities within an assigned territory. This includes aggressive prospecting and scheduling product sales demonstrations and product orientations to potential prospects.
- Identifies and gains access to decision makers. Cultivates relationships with the most senior buyer in the client organization as well as networking with day-to-day client representatives and buyers.
- Source prospects, educate and qualify leads to create sales-ready opportunities.
- Must be able to effectively identify, communicate and work through customer problems, issues and opportunities.
- Anticipates and drives growth of additional services and coverage levels by conducting thorough needs assessments and matches these needs to the appropriate solutions.
- Follow the established sales process and consistently utilize the CRM to document prospect interaction, ensuring efficient lead management
- Develop and maintain daily plans to maximize phone time, including pre-call planning, adhering to metrics and customized scripts based on prospect type.
- Attend/present at trade shows, events and conferences

Position Requirements:

- Master's Degree or equivalent in Chemistry, Pharmacy or related Science from a reputed University and 1-5 years' experience in related fields. MBA degree will be an advantage.
- Willing to travel extensively (more than 60%) in the assigned regions.
- You should be self-motivated, proactive and possess excellent oral and written communication skills in English.

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