



### **Business Development Solutions Consultant, South Korea – ACS International**

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**ACS International is currently seeking a Business Development Solutions Consultant based in South Korea.**

#### **Position Summary**

The Business Development Solutions Engineer is responsible for the sale, of customized solutions for high potential opportunities and strategic accounts. The Business Development Solutions Engineer grows our services and customized solution business by:

- Aggressive prospecting that turns into concrete revenue pipeline
- Generating new 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 consultative service solutions sales demonstrations to potential prospects.
- Serving as the bridge between the client and CAS Custom Services to facilitate the creation and execution of the solutions that are achievable and profitable.
- Identifies and gains access to high level stakeholders and decision makers, often C-Level in commercial, government and academia. 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 that can be moved to the Solution team.
- Must be able to effectively identify, communicate and work through client 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.
- Comfortable giving thought-leadership presentations at conferences, seminars and exhibitions.
- Works with Customer Success and New Account Sales teams to conceptualize, and sell customized solutions
- Assists with creation of business cases to showcase value of customized solution over standard solutions
- Works with Director of Solution Engineering, Regional Sales Director, APAC and Solutions Engineer, APAC. Sells the concept and idea of the designed solution to the client

#### **Duties:**

- Aggressive prospecting through relationship building with high level stakeholders (often C-Level), networking, lead identification that can turn into concrete revenue pipeline
- Bookings from designed / customized solutions for client base, prospects, and new market targets
- Execute on the processes and behaviors that will result in the sales of these new services
- Digests and absorbs all training materials that facilitate the execution of solution design sessions
- Stay well versed in new and emerging technologies to develop new ways to solve client challenges.

- Work with sales personnel to effectively identify opportunities for customized solutions, qualifies opportunities and moves qualified opportunities into the Solution phase.
- Participate on an as needed basis on deal desk calls with strategic account, senior management and field sales teams to strategize on the optimal strategy to sell new services within our top accounts
- Ensure that closed won deals are successfully implemented within the client, as designed, and assist with any modifications that may be needed to ensure success  
Demonstrate solution value to the client and manage value-based pricing and price/contract negotiations with the client.

**Minimum Education/Experience/Technological Knowledge**

- Must be fluent in Korean and English.
- Bachelor's Degree in Chemistry related fields, rich history with chemical applications or Cheminformatics, Advanced Degree preferred.
- Experience working in a global capacity across multiple reporting lines and cultures
- 8 or more years of Business Development Solution selling
- Excellent presentation and communication skills that can engage and influence C-Level stakeholders.
- Proven ability to conceptualize customized solutions and sell these solutions to clients
- Experience with science, information/intellectual property and IT solutions
- Strong capacity to communicate with executives and drive alignment on common objectives
- Strong teamwork expected to work with field sales representatives and sales management across different geographic reporting lines
- Domestic Travel required often, international travel at least 3-4 times a year – with a possibility of the role expanding beyond S. Korea, depending on performance and needs of the rest of the sales region.

To apply for a position, please submit your cover letter and CV to [careers@acs-i.org](mailto:careers@acs-i.org)