



Business Development Manager, Europe – ACS International

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ACS International is currently seeking a Business Development Manager based in Europe.

Position Summary

The Business Development Manager is responsible for generating new revenue within the assigned geographic territory. In order to achieve this, he/she needs to identify new prospects, new industry verticals and other opportunities to grow CAS market penetration in line with the Corporate Strategy Execution expectations. This requires strong familiarity with prospecting- and sales process monitoring tools/systems and creativity within prospecting initiatives. Furthermore, the Business Development Manager will promote CAS products, services, solutions and brand at sales events, conferences and in-person prospect meetings.

Position Accountabilities

- 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 and creative prospecting and scheduling product sales demonstrations/product orientations to potential prospects.
- Identifies and gains access to decision makers. Cultivates relationships with the most suitable 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, ultimately suggestion the solutions to solve those issues and leverage 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

Minimum Education/Experience/Technological Knowledge

- Bachelor's Degree in Science related fields, business, communications or other related disciplines
- 5 or more years of sales related experience including lead generation, inside and outside sales, business development
- Proven ability to build networks and leverage connections to drive sales
- Experience leveraging LinkedIn and other prospecting tools
- Experience selling science related solutions and/or information/intellectual property
- Strong capacity to articulate industry-specific value proposition to address customer pain points
- 2 years' experience with CRM and opportunity management systems, preferably Salesforce.com
- Demonstrated experience with virtual selling tools such as GoToMeeting, Web-Ex and other comparable tools

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