



Market & Business Development Manager- ACS International

Division and Unit Overview

ACS International Ltd (ACSI) Asia Pacific is responsible for providing sales account management, support and customer service in support of the American Chemical Society Publications Division. This division contributes to achieving revenue growth targets, increasing regional market penetration and share, implementing international institutional sales program for the ACS' Publications Division's information products and services, and representing the ACS to all target groups and stakeholders in the region.

ACS International is currently seeking a Market & Business Development Manager based in Japan.

Position Summary

The Market & Business Development Manager is responsible for meeting the annual revenue goals assigned to Japan. Priority is further revenue growth in the corporate and governmental markets, while maintaining our strong position in the academic market. The MBDM acts as main commercial representative on ACS events and other industry related events, and actively grows our footprint in the market. Close collaboration with ACSI colleagues in Japan and with ACS' local business partner(s) is essential. Equally important is building up and cultivating relationships with senior decision makers and participating in a network with these decision makers and influencers. This position will require substantial travel.

This position will report to the ACSI Regional Sales Director, ACS Publications, Asia-Pacific. Position Accountabilities (in close cooperation with ACS' business partners) include:

1. Meet or exceed annual revenue targets.
2. Initiate and support business development initiatives in all market segments:
 - a. Primary: in corporate and governmental market segments
 - b. Secondary: in academic market segments
3. Develop, present, defend, and execute an annual sales strategy plan. Ability to adjust course when required.
4. Explore new business opportunities for ACS' future growth.
5. Initiate, support, and participate at local sales and marketing activities such as email campaigns, sponsorships, roadshows, customer events, exhibits, etc.
6. Independently identify, communicate and work through customer problems, issues, and opportunities.
7. Prepare reports as required by ACS management including sales forecasts, sales pipelines, market overviews, product (launch) plans, etc.
8. Work according to established sales processes and consistently utilize Salesforce to document prospect interaction, ensuring efficient sales pipeline and lead management.

Required Skills & Experience:

1. Bachelor's degree or higher. A degree in chemistry, related sciences, or an MBA is an advantage.
2. Strong presentation, planning, and analytical skills are required.
3. We look for independent professionals with a high level of self-motivation, ownership taking, and pro-activeness. Other keywords are hands-on and self-starting.
4. Fluency of English in spoken and written form.
5. 10+ years relevant sales experience in publishing and/or chemistry is required.
6. Candidates with experience in selling databases and/or intellectual property are preferred.
7. Evidence of individual sales accomplishments required.

Extensive travel is required including both domestically and internationally.

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