



### **IP Business Development Representative, Europe – ACS International**

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***ACS International is currently seeking an IP Business Development Representative based in Europe.***

#### **Position Summary**

Accountable for profitable achievement of sales objectives associated with new business acquisition in an assigned territory strategically prospecting into target accounts, seeking to secure qualified meeting opportunities. Identifies new customer opportunities, tracks selling activities, manages contact information for sales prospects. Delivers sales presentations and collects information about prospective clients to assist in development of marketing plans. Partners with internal subject matter expert functions throughout the sales process to advance opportunities.

#### **Position Accountabilities**

1. Generates revenue utilizing sales opportunity process via telephone and electronic means to nurture and qualify lead opportunities. This includes aggressive prospecting and scheduling online product sales demonstrations and product orientations to potential prospects.
2. Identifies and gains access to decision makers.
3. Source prospects, educate and qualify leads to create sales-ready opportunities.
4. Must be able to effectively identify, communicate and work through customer problems, issues and opportunities.
5. Anticipates and drives growth of additional services and coverage levels by conducting thorough needs assessments and matches these needs to the appropriate solutions.
6. Follow the established sales process and consistently utilize the CRM to document prospect interaction, ensuring efficient lead management
7. Develop and maintain daily plans to maximize phone time, including pre-call planning, adhering to metrics and customized scripts based on prospect type.

#### **Minimum Education/Experience/Technological Knowledge**

- Bachelor's Degree in Science related fields, business, communications or other related disciplines
- 3 or more years of sales related experience including lead generation, inside and outside sales, business development with at least one year of demonstrated experience in Intellectual Property Law
- Strong desire to be in technology/solution sales in the intellectual property/patent space
- Excellent written/verbal communication skills
- Ability to multi-task, prioritize, and manage time effectively
- Ability to build networks and connections to drive sales
- Experience navigating LinkedIn, social media and other prospecting tools

- Experience with CRM and opportunity management systems, preferably Salesforce.com, and other virtual selling tools such as GoToMeeting, Web-Ex and other comparable tools a plus

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