



Senior Manager Academic Accounts, EMEA and North America, Europe – ACS International

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ACS International is currently seeking a Senior Manager Academic Accounts, EMEA and North America based in Europe.

Position Summary

The Senior Manager Academic Accounts is responsible for the hands-on leadership of the assigned Regional Sales Team across Europe and North America with the primary accountability for achievement of specific sales objectives for new business and existing accounts within the assigned region. Coaches team to identify opportunities to obtain, grow, retain, cross-sell and penetrate accounts utilizing the product portfolio and services. Constantly evaluates buyer preferences and integrates feedback into future sales process models.

Primary duties of the role will be:

- Oversees, directs, and monitors the daily activities of direct reports that are based in Europe and North America including but not limited to: performance management, goal setting, job evaluations, coaching, developing and mentoring team members. Travels with direct reports regularly.
- Analyze and appraise the effectiveness of the representatives call activities by reviewing call reports, sales metrics including sales calls, reviewing sales pipelines by individual and by team and coaches' staff as appropriate.
- Accountable to oversee and drive execution of overall sales strategies in order to achieving regional sales goals (growth, retention, and conversion) and business objectives.
- Educates Sales team on customer needs, market trends, product and service offerings and value propositions, ensuring proper sales and training coverage.
- Can connect and articulate sales goals (framing) with the corporate growth drivers and executive-endorsed strategies. And can create collective optimism when uncertainty arises.
- Works collaboratively with various internal partners to forecast and track the accuracy of sales projections, territory alignment, and pricing strategies.
- Demonstrates the ability to develop people, motivate, enhance selling skills and drive performance.
- Assures accurate and complete communication flow between the field and sales leadership.
- Develops relationships with key regional customers.
- Responsible for hiring and training sales staff as business needs require.

Minimum Education/Experience/Technological Knowledge

- Bachelor's Degree in Science related fields, business, communications, or other related disciplines. Advanced degrees a plus.
- 10+ years of sales related experience including lead generation, inside and outside sales, business development.
- 5+ years and/or management experience in the academic market (Information, Publishing, Instrumentation).
- Required to be located in Europe.
- 7+ years of demonstrated experience with team building, managing and developing professionals in remote locations across both Europe and North America is preferred.
- Strong role model sales leader with ability to develop and motivate people at all levels.
- Change-agile.

- Demonstrated experience to drive internal business projects with multiple business units.
- Demonstrated expertise in talent development/management.
- Experience selling science related solutions and/or information/intellectual property.
- Strong understanding and capacity to articulate industry-specific value proposition to address customer pain points.
- Demonstrated experience with CRM, prospecting, and opportunity management tools/systems, preferably Salesforce.com.
- Demonstrated experience with virtual selling tools such as WebEx, Teams and Zoom and other comparable tools.
- Ability to successfully coach and develop individuals in a competitive sales environment.
- Strong communication and interpersonal skills, strong cultural awareness, and multiple languages a plus.
- Adept at cross-department partnering with others in Sales, Marketing, Sales Enablement, Revenue Operations, and Product Management leaders to create initiatives and processes that increase customer value.
- Up to 50% travel, split between Europe and North America

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