



Solutions Engineer, Europe – ACS International

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ACS International is currently seeking a Solutions Engineer based in Europe.

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

- Serving as the bridge between the product, tech, and sales departments to create solutions that are achievable and profitable
- Works with Customer Success and New Account Sales teams to conceptualize, design, sell, and assist with implementation of customized solutions
- Assists with creation of business cases to showcase value of customized solution over standard solutions
- Works with Director of Solution Engineering to help design new solutions that are scalable and would address a common problem across markets or industries
- Ensures designed solution meets business, technical, and functional requirements of the client

Position Accountabilities

1. Bookings from designed / customized solutions for client base, prospects, and new market targets
2. Creation of business, functional, and technical requirements to deliver these solutions that meets or exceeds client expectations.
3. Execute on the processes and behaviors that will result in the sales of these new services
4. Digests and absorbs all training materials that facilitate the execution of solution design sessions
5. Stay well versed in new and emerging technologies to develop new ways to solve client challenges.
6. Work with sales personnel to effectively identify opportunities for customized solutions and introduce the sales engineer in specific sales campaigns
7. Participate on an as needed basis on deal desk calls with strategic account and field sales teams to strategize on the optimal strategy to sell new services within our top accounts
8. Ensure that closed won deals are being successfully implemented within the client, as designed, and assist with any modifications that may be needed to ensure success
9. Creates business cases that demonstrate value to the Customer, show the feasibility of the solution, including timelines

Minimum Education/Experience/Technological Knowledge

- Bachelor's Degree in Chemistry related fields, or rich history with chemical applications
- Experience working in a global capacity across multiple theaters and cultures
- 10 or more years of Solution engineering or product development and design experience

- Proven ability to conceptualize customized solutions and sell these solutions to clients
- Experience with science related solutions and/or information/intellectual property
- Strong capacity to communicate with executives and drive alignment on common objectives
- Proven ability to work with field sales representatives and sales management

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