



### **Regional Sales Director, EMEA South, Europe – ACS International**

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**ACS International is currently seeking a Regional Sales Director, EMEA South based in Europe.**

#### **Position Summary**

The manager is responsible for the hands-on leadership of the assigned Regional Sales Team with the primary accountability for achievement of specific sales objectives for existing accounts within the region. Coaches team to identify opportunities to obtain, grow, retain, cross-sell and penetrate accounts utilizing the product portfolio and services. Account and customer engagement is done both in-person and virtually via email, phone, and web meetings.

#### **Primary duties of the role will be:**

- Oversees, directs, and monitors the daily activities of direct reports based in home offices spread across the region including but not limited to performance management, goal setting, job evaluations, developing and mentoring team members. Join sales team members in customer meetings both in-person and virtually.
- 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 coach staff as appropriate.
- Accountable to oversee and drive execution of overall sales strategies in commercial, government and academic accounts in order to achieve 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.
- Create and deploy level of service model for demonstrations and adoption support.

#### **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/or outside sales, business development.
- Technical sales experience in Software as a Service (SaaS), research instrumentation, or information solutions.
- Fluency in English and at least one, and ideally 2, of the following languages: French, Spanish, Italian, Portuguese.
- Experience in managing cross cultural teams and appetite for managing diverse countries both mature and emerging.
- 5+ years of demonstrated people management experience with team building and managing professionals in remote locations preferred, including coaching sales representatives on how to follow customer buying processes and needs.
- Strong role model sales leader with ability to develop and motivate people at all levels and ability to coach teams on engaging with C Level persons at our customers.

- Ability and Experience to engage with C Level executives and create relationship at high level.
- Change-agile
- Demonstrated expertise in talent development/management.
- Experience selling science related solutions and/or information/intellectual property solutions.
- 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.
- Effective communication and interpersonal skills, 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 within Southern Europe, Middle East and Africa

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