



### **Application Specialist, Germany – ACS International**

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#### ***ACS International is currently seeking an Application Specialist based in Germany.***

This position will be responsible for collaborating with Sales staff in an assigned territory by providing pre and post-sale technical training and product consulting to customers worldwide. Also identifies opportunities to grow, retain, cross-sell and penetrate the customer utilizing their expertise in the product and services portfolio. Accountable for preparing and presenting instructional materials in various media for technical training events for user meetings, technical conferences, on-site customer visits, customer meetings via teleconference, and the virtual online product laboratory.

#### **Requirements:**

- Bachelor's Degree in Chemistry-related fields, business, communications or other related disciplines, advanced degree preferred
- 5 or more years of related technical sales and/or product training, experience including lead generation, inside and outside sales, business development, customer service
- Experience selling chemistry-related solutions and/or information/intellectual property with a strong capacity to articulate industry-specific value proposition to address customer pain points
- Comfortable engaging with high-level influential key decision makers and end-users.
- Ability to develop and design training customized materials to meet customer needs and highlight product features by explaining and demonstrating search techniques and using examples
- Strong presentation skills and ability to communicate and answer questions about product content and relevant chemical information; experience with chemical information products and services is a must.
- Demonstrated experience with virtual selling tools such as GoToMeeting, Web-Ex and other comparable tools
- Experience leveraging LinkedIn and other prospecting tools
- 2 years' experience with CRM and opportunity management systems, preferably Salesforce.com
- Extensive travel within Germany (50 – 70%) with some international travel
- Strong written and spoken English and German required

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