



Business Development Manager - United Kingdom – ACS International

ACS International, Ltd. (ACSI) is a wholly-owned subsidiary of the American Chemical Society. ACSI is comprised of representatives that serve the scientific community worldwide. Employees represent products and services provided by ACS divisions, including ACS Publications and Chemical Abstracts Service (SciFinder® and STN®) to the world's most important scientific companies, government organizations, global patent offices and academic institutions to promote research and discovery.

ACS International is currently seeking a Business Development Manager based in the United Kingdom.

This position will be 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.

Requirements:

- Bachelor's Degree in Science related fields, business, communications or other related disciplines
- 5 or more years of sales related experience including lead generation, inside and outside sales, business development
- Proven ability to build networks and leverage connections to drive sales
- Experience leveraging LinkedIn and other prospecting tools
- Experience selling science related solutions and/or information/intellectual property
- Strong capacity to articulate industry-specific value proposition to address customer pain points
- 2 years' experience with CRM and opportunity management systems, preferably Salesforce.com
- Demonstrated experience with virtual selling tools such as GoToMeeting, Web-Ex and other comparable tools

To apply for a position, please submit your cover letter and CV to careers@acsi.info.