



Latin America Manager – ACS International

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ACS International is currently seeking a Latin American Manager based in Mexico.

This position is responsible for the hands-on leadership of the assigned Regional Sales Team with the primary accountability for achievement of specific sales objectives for new business and existing accounts within the assigned territory. Coaches team to identify opportunities to obtain, grow, retain, cross-sell and penetrate accounts utilizing the product portfolio and services

Requirements:

- Bachelor's Degree in Science related fields, business, communications or other related disciplines
- 7 or more years of sales related experience including lead generation, inside and outside sales, business development
- 3 or more years of demonstrated experience with team building and managing professionals in remote locations preferred
- Strong role model sales leader with ability to develop and motivate people at all levels
- 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 GoToMeeting, Web-Ex and other comparable tools
- Ability to successfully coach and develop individuals in a competitive sales environment
- Strong communication and interpersonal skills, fluent English and Spanish required; Portuguese a plus

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