

Regional Sales Manager UK & Scandinavia 40 hours a week

Our company

ACCUCOMS is a leading provider of sales and marketing services to academic and professional publishers worldwide. Since 2004 ACCUCOMS has acquired extensive expertise in global representation, telesales and business intelligence services to clients ranging from large publishing houses to specialist society publishers. Our multilingual staff are operating from our HQ office in The Netherlands, and in the following territories: North America, Latin America, Europe, Turkey, India, MENA, Taiwan, South East Asia and South Korea. ACCUCOMS is specialized in projects aimed at contacting librarians on behalf of publishers interested in boosting their sales, expanding their readership worldwide, and increasing customer retention by means of customer support and training services.

Your contribution

We are looking for a dedicated Regional Sales Manager who will represent world leading publishers and their products to customers in Scandinavia and the UK. The Regional Sales Manager will be responsible for extending and further developing relationship network and drive revenue potential to the maximum while reaching high customer satisfaction levels. Preferably we would like the Regional Manager to be located in the Netherlands or UK however applications from candidates in other EU countries will also be reviewed.

You will report to the Commercial Manager Europe and will work closely with Regional Sales Managers and Telesales Representatives while liaising with Marketing.

Responsibilities

- Develop and execute account strategy
- Execute consistent sales standards using appropriate tools
- Travel across UK and Scandinavia and visit customers onsite
- Prepare and support negotiations
- Prepare and review monthly/quarterly reports, document sales results and forecasts
- Prepare and conduct effective sales presentations
- Travel and participate in tradeshows and conferences
- Conduct cold calling, explore potential business, generate new leads and develop prospect lists
- Deliver current portfolio growth of a determined % per annum
- Responsible for agreed T&E budget
- Deliver agreed KPI's
- Manage the full stakeholder map around accounts
- Grow customer loyalty and satisfaction
- Liaise with Marketing, Products and Sales Support department
- Embrace positive attitude and high level of teamwork and coordination
- Investigate speaking opportunities world wide
- Maintain and update business contact information via the customer relationship management ("CRM") system, ZOHO
- Conduct market research, as needed
- Write case studies
- Take on additional duties and responsibilities, as needed

Qualifications

The ideal candidate will be an undergraduate or graduate of Publishing, Business, Marketing, Economics, or similar degrees. You will have a strong academic background in general and have excellent written and verbal communications skills in English. We expect you to be independent, working with little supervision and always seeking to impress and build relationships

- Proven sales/account management track record of +/- 3 years in a B2B sales account management role; tactical account development and strong negotiation skills
- Top level English is required, Scandinavian languages are a plus
- Experience in sales with major scientific research publishers a plus
- Master level education a plus
- Multi-cultural awareness
- Strong communication (verbal and written) and presentation skills

What to expect

Work is executed at our head office in Leiden. We are an informal, international organization. Only in The Netherlands we already have a variety of more than 10 cultures you will work with which makes the work very attractive and educational.

Our office is located in a picturesque old wool factory in the heart of the Leiden city center. Leiden central station is on a walking distance. You will be reimbursed for travel costs.

You can furthermore expect to be a part of a great team we prefer to call the ACCUCOMS family. We also have a party commission and do fun things together.

Making the move

ACCUCOMS offers you an interesting, diverse and important position within our company. You will work in an enthusiastic, innovative and motivated team.

For further information and/or to apply to this position, please contact Eyad Mohammad at eyad@accucoms.com. Please send your resume and letter outlining why you are right for this position.