

## **Sales Representative – North America**

### **Full time**

ACCUCOMS is the leading sales and marketing agency, providing services to publishers around the world. We work with a range of organizations from specialist societies through to global publishers.

To help us realize the full revenue potential of the clients that we represent, we are looking for an ambitious and eager Sales Representative. As a Sales Representative with ACCUCOMS you have the opportunity to sell products from a range of highly reputable organizations.

### **The position**

This position, where you will be home-based, will be part of our North American team based reporting to the Commercial Manager North America. This position will offer you flexibility in representing a diverse portfolio. You will be responsible for the many aspects of sales activities in North America.

ACCUCOMS will provide you with a competitive salary and commission structure and the opportunity to sell on behalf of some of the world's leading publishers and independent journals.

### **Main tasks**

- To run and manage telesales campaigns
- Acquisition : building new business
- Analyze sales territory and identify and develop new sales accounts
- Negotiate sales through to close
- Proactively develop new ideas to increase sales opportunities
- Prepare sales reports and analysis for internal review and presentation to clients
- Agreeing sales, prices, contracts and payments
- Understanding your customers' needs
- Watching your competitors and the products they are offering
- Reporting sales trends to your direct manager
- Develop and maintain good rapport and relationships with customers
- Travel to major conferences and sales visits as required

### **Your profile**

- Minimum of 1 year of relevant experience
- Relevant qualification within sales or business
- Experience with coldcalling/telemarketing is appreciated
- Highly organized and detail oriented
- Commercial awareness
- Excellent verbal and written skills in English
- Excellent negotiating, communication and presentation skills
- The ideal candidate will be proactive, well organized and be able to work alone as well as part of a small team
- Confidence and tenacity to pursue leads, overcome obstacles, and secure deals

- Ability to focus and work towards achieving the goals set by the direct manager in a timely manner and respecting deadlines

ACCUCOMS offers you an interesting and challenging position within an international, multilingual and dynamic company, a competitive salary and the opportunity to work on behalf of one of the world's leading publishers and independent journals.

### **ABOUT ACCUCOMS**

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, tele-sales and business intelligence services to clients ranging from large publishing houses to specialist society publishers. Our multilingual staff is operating from our locations in The Netherlands, USA, Latin America, India, South East Asia, Turkey and the Middle East. 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. [www.accucoms.com](http://www.accucoms.com)

### **TO APPLY**

Please send your letter of application plus CV to [careers@accucoms.com](mailto:careers@accucoms.com)

