

Regional Manager – South East Asia
Full time – home based

ACCUCOMS offers telesales and commercial representation services to an expanding portfolio of society, academic, nonprofit and commercial publishers. As one of the leading sales and marketing agencies for publishers we are looking for an enthusiastic Regional Manager who will represent several leading scientific publishers and their products for libraries in South East Asia.

The position

This position will be part of our APAC (Asia Pacific) team and reporting to the Commercial Manager Taiwan/SEA. The Regional Manager will be responsible for extending and further developing relationship network and drive revenue potential to the maximum while reaching high customer satisfaction levels. The position will be located in Malaysia (home based).

Main tasks

Key Result Area	Key responsibilities
<i>Account Management</i>	<ul style="list-style-type: none"> • Develop and execute account strategy for SEA • Execute consistent sales standards and tools • Manage accounts and establish frequent contact with customers by phone, at place of business and industry events • Prepare and support negotiations • Prepare and review monthly reports, document sales results and forecasts • Prepare and conduct effective sales presentations • Participate in tradeshow and conferences
<i>Revenue/cost responsibility</i>	<ul style="list-style-type: none"> • Deliver current portfolio growth of a determined % per annum • Responsible for agreed T&E budget • Deliver agreed KPI's
<i>Customer relations</i>	<ul style="list-style-type: none"> • Manage the full stakeholder map around accounts • Grow customer loyalty and satisfaction
<i>People Management</i>	<ul style="list-style-type: none"> • Liaise with Marketing, products and Sales Support department

Your profile

- Proven sales/account management track record of +/- 3 years in a B2B sales account management role; tactical account development and strong negotiation skills
- Experience in sales with major scientific research publishers a plus
- Multi-cultural awareness
- Strong communication (verbal and written) and presentation skills in both English and Chinese/Mandarin/Malay
- Commercial and market awareness
- Knowledge and experience in SEA
- Presentation skills
- Ability to forge effective business relationships with internal colleagues and external contacts

- The ideal candidate will be proactive, well organized and be able to work alone as well as part of a small team
- Excellent interpersonal skills
- Confidence and tenacity to pursue leads, overcome obstacles, and secure prospects.
- 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 some 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, telesales 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

TO APPLY

Please send your letter of application plus CV to Rakesh Malik, Commercial Director: rakesh@accucoms.com

Closing Date: March 1st 2017