

Account Executive South Korea

Our company

ACCUCOMS is the leading provider of sales and marketing services to academic and professional publishers worldwide. We have extensive expertise in global representation, tele-sales and business intelligence services to clients ranging from large publishing houses to specialist society publishers. We are a global company with teams operating in The Netherlands, North America, Latin America, Europe, Middle East and North Africa, Turkey, India, Taiwan, South East Asia and South Korea. ACCUCOMS works on behalf of highly reputable publishers to help boost their sales, expand their readership, and increase customer retention worldwide.

Your contribution

As Account Executive South Korea, you will be responsible for identifying and closing new business opportunities within your territory, as well as managing, retaining, renewing and growing a portfolio of existing customers.

You will report to the Commercial Manager South Korea

Responsibilities

- Generating new business from libraries. academic, corporate, government, hospital market in South Korea as per agreed KPI's
- Primary focus involves positioning new products of Accucoms and up-selling to existing customers as well as new customers.
- Managing all stages of the relationship sales effort, from prospecting and targeting accounts, following up on leads, making initial contact through to closing the sale
- Present the value proposition of Accucoms products to fit a potential customer's needs, workflow system(s) and overall strategic goals of libraries.
- Build, manage and develop your sales pipeline to ensure achievement of annual sales targets
- Timely and accurate reporting of pipeline, sales forecast via the customer relationship management system (CRM), ZOHO
- Raising awareness of the products through trials, on-site demos, marketing conferences & exhibitions.
- Attending local conferences and events
- Approximately 3-4 days on the road for prospect & customer visiting per week
- Take on additional duties and responsibilities as and when needed

Qualifications

The ideal candidate will be a graduate in business management, library science, economics or similar degrees. Alternatively, you have a minimum of 3 years of experience in sales, customer service, account management or related roles. We expect you to be hands-on, flexible, ambitious, positive and to work very well within a team of energetic peers and colleagues.

- Master level education a plus
- Proven sales/account management track record of over 3 years' experience, preferably in library sales
- Excellent communication (verbal and written) and interpersonal skills are essential
- Confident and able to deal with customers at all levels, and to demonstrate/present the value of the products
- Proven ability to build, develop and maintain a wide number of business relationships and leverage these to develop new opportunities
- English skills – professional level of written, reading and spoken are needed
- Willing and able to travel within the territory (up to 70%) and abroad as required

What to expect

Work will be executed from your own home. You will be in touch with your team and all your colleagues around the world through online video conferencing tools and email. You will work in an informal, truly international organization. If successful, you will receive excellent opportunities to grow your career/experience within this innovative work environment.

ACCUCOMS offers opportunities for people who enjoy pioneer spirit, trendsetting activity, equality and a meaningful work-life. ACCUCOMS is not the right company for people looking for big comfortable management chairs. Here we are all equal, work hard together and write our own story.

Making the move

To apply, contact SeongHwi Jeon at seonghwi@accucoms.com
Please send your resume and letter outlining why you are right for this position.