

Business Development Manager

Life Science Methods Publication Advertising Sales

Location: US East Coast

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

We are looking for a full time Business Development Manager who will represent a well-known Life Science Methods Publication in North America. Working as part of a small team The Business Development Manager will be responsible for extending and further developing their relationship network and driving advertising revenue potential to the maximum, while reaching high customer satisfaction levels. The position will be home office based – preferably on the East Coast with easy access to the client base.

Responsibilities

- Display excellent account management and consultative selling capabilities, with new and existing clients, to exceed revenue targets
- Ensure regular client contact through phone, email and in-person communication
- Proactively manage, maintain and report on a healthy sales pipeline
- Work closely with internal teams to ensure client needs and expectations are always being met
- Through closeness to the market, collect and feedback useful insight to help the business grow

Result	Key Position Responsibilities & Activities:
Beat Revenue Targets	<ul style="list-style-type: none"> • Execute territory sales plan to achieve revenue targets • Prospect, open and convert potential and existing clients • Conduct pre-call/prospecting research and analysis to optimize each sales call, field visit and opportunity • Target and sell electronic and print advertising and sponsorship opportunities • Target existing accounts to identify upsell opportunities of additional product • Win back dormant customers
Maintain and Grow the Database	<ul style="list-style-type: none"> • Ensure accurate customer and opportunity data is held within the CRM • Routinely monitor and maintain accurate profile of on-going (i.e., weekly) pipeline opportunities and revenue commitments in order to meet/exceed sales revenue objectives

	<ul style="list-style-type: none"> • Add new contacts, prospects and referrals to the database on regular and timely basis • Enter accurate and timely information regarding conversations, needs and reasons to purchase
Deliver Against Activity Metrics	<ul style="list-style-type: none"> • Thoroughly manage client contract negotiations inclusive of product selections, pricing and terms and conditions requirements • Ensure Manager is consistently updated and informed of pipeline development, challenges and opportunities • Meet the required KPIs
Build Product, Industry Knowledge and Key Sales Skills	<ul style="list-style-type: none"> • Demonstrate enthusiasm and earnestness to understand customer needs • Understand objectives and job roles and responsibilities of target audiences • Develop and deliver persuasive communication skills

Qualifications

- At least 5 years of experience in media sales across digital and print, preferably in the life sciences area
- Highly competitive and results-driven
- Self-starter; self-driven, with a proven track record of success
- Capable and comfortable challenging the status quo
- Powerful verbal and written communication
- Thrive in fast-paced and changing environment
- Passionate, positive and enthusiastic
- Outgoing, confident and engaging
- Self-critical and capable of handling rejection
- Able to take-on-board constructive advice and criticism
- Undergraduate/Bachelors degree in science (desirable, but not essential)

What to expect

Work will be executed from your home office on the East Coast. You will report directly to our Publisher client. You will be in touch on a regular basis with 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 personally and professionally in an international and innovative environment. You will be offered a suitable salary and an exciting growth plan.

How to Apply

To apply, contact Douglas Wright at doug@accucoms.com Please send your resume, salary indications and letter outlining why you are right for this position.