

## **Account Executive Southern Europe**

**French speaking – 32-40 hours**

### **About ACCUCOMS**

We're the leading provider of sales and marketing services to academic and professional publishers. We have extensive expertise in global representation, telesales and business intelligence services to clients ranging from large publishing houses to specialist society publishers.

We are a global company with teams operating in Europe, the Americas, Middle East & North Africa, Turkey, India, Taiwan, China, South East Asia and South Korea. ACCUCOMS works internationally on behalf of highly reputable publishers to help boost their sales, expand their readership, and increase customer retention worldwide.

### **Your contribution**

As an Account Executive Southern Europe, you will be responsible for sales support, product training, and customer service activities. You will identify new business opportunities within the region, as well as managing, retaining, renewing and growing a portfolio of existing customers.

This position will be based in our Leiden office. You will report to the senior sales manager for Southern Europe, and work closely with the sales managers responsible for each territory in Southern Europe.

### **Responsibilities**

- Support the Southern Europe Sales Team in promoting publishers, products, and services across the region.
- Manage the full stakeholder map around accounts, help in developing, and executing account strategy.
- Conduct renewal campaigns, cold calling, leads generation, and identify and develop prospect lists.
- Assist in building new business, maintain existing, support the sales process, and provide customer service activities.
- Deliver current portfolio growth of a determined % per annum.
- Grow customer loyalty and satisfaction.
- Utilize professional and communicative skills to retrieve optimal feedback from customers during telephone conversations.
- Conduct and assist library/publisher training sessions.
- Raise awareness of the products through trials and online demos.
- Liaise with marketing and products department.
- Take on additional duties and responsibilities relevant to accounts when needed.

## Qualifications

- Native or near native in French with knowledge of Spanish, Italian or Hebrew an advantage
- Professional level of English (speaking, reading, and writing) is required.
- Excellent negotiating, communication (verbal and written), and presentation skills.
- Right attitude is a must: hands-on, flexible, and organized.
- Show a customer service approach and commercial skills.
- High level of teamwork and coordination.
- Experience in library/publishing role preferred.

## What to Expect

Work will be executed from our office in Leiden or from your home office, where you will be interacting with your colleagues on a daily basis. 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 will consider candidates also based in UK or Southern Europe.

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.

## Apply Now!

To apply, contact **Simon Boisseau** at [simon@accucoms.com](mailto:simon@accucoms.com) with your CV outlining why you are right for the position.  
**[accucoms.com/careers](https://accucoms.com/careers)**