

Publisher Sales Manager North America

About ACCUCOMS

ACCUCOMS is the leading provider of sales and marketing services to academic and professional publishers worldwide. 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 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

This is a unique opportunity to join ACCUCOMS in a newly created sales role within a dynamic and international organization to work with many of the world's most important scholarly publishers.

ACCUCOMS offers sales, marketing and research services to an expanding portfolio of society, academic, nonprofit and commercial publishers. To respond to growing demand for our services, we are looking for a sales manager to work with publishers in North America.

As a sales manager with ACCUCOMS you have the opportunity to work with a range of academic publishers to identify their needs in sales, marketing, and market research to solve their market challenges. In addition to working with publishers, you will also work closely with the global management team as well as the telemarketing and research teams to achieve sales targets. The ideal candidate is someone who is eager to work in a fast-paced, entrepreneurial environment to help grow ACCUCOMS and grow with the company.

Responsibilities

- Increase the commercial results of the company by expanding our business with publishers in North America
- Understand all ACCUCOMS products and services and achieve sales targets set for each product line, including telemarketing and market research
- Support the growth plans of the company and actively implementing the set strategies
- Maintaining relationships with publishers to ensure continuity of individual projects and long-term contracts
- The position reports to the Commercial Director – Americas, with regular interactions with other members of the global management team

Qualifications

- Previous revenue management required and successful track record in sales is essential
- Existing network of contacts in the scholarly publishing industry
- Ability and eagerness to take a consultative approach to selling project-based and contract-based assignments
- Excellent communication skills and commercial awareness

- Ability to travel as required
- Preferably located in the US, with the ability to work in a global virtual office environment
- Highly organized and detail oriented, commercially focused

What to expect

We offer a competitive salary and benefit, with a flexible, virtual 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

Send your resume and cover letter to Douglas Wright, Commercial Director – Americas, doug@accucoms.com.