

Regional Sales Manager Middle East and Africa (MEA)

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 Africa, Turkey, Indian Subcontinent, Asia Pacific. ACCUCOMS works on behalf of highly reputable publishers to help boost their sales, expand their readership, and increase customer retention worldwide.

Your contribution

As a **Regional Sales Manager** you are responsible for achieving business growth on behalf of the publishers we represent in Middle East and Africa region. You have the drive and motivation to identify and develop sales opportunities with new and existing customers, execute sales activities and reach agreed sales targets.

This is a very independent position and you carry out most of the tasks yourself. Your focus is on developing and maintaining healthy, positive customer and consortium relationships, while providing vital customer feedback to the company and its customers. You manage and execute the sales strategy, work with the Marketing department to plan campaigns, attend exhibits, visit customer sites and coordinate support activities. Initially you are the manager and sales person at the same time. After you achieve agreed targets successfully, you will be eligible to start growing a sales team that you will manage.

You are based in a country within the Middle East, working from home office, and you are able to work independently as well as in collaboration with colleagues in different countries.

You will report to the Commercial Manager EMEA.

Responsibilities

- Bring in new business from consortia and large accounts across MEA region, specifically Saudi Arabia, UAE, Egypt and others
- Conduct sales to academic, medical and scientific libraries, as well as corporate and government institutions
- Identify key sales opportunities and achieve sales targets
- Take a lead in major Consortia negotiations, Government tenders and large corporate deals by using your existing network
- Build positive impact and relations with major purchasing groups
- Develop robust sales plans and coordinate sales and marketing activity
- Develop larger consortia deals, national deals and multi-site corporate opportunities
- Prepare sales reports, gap analyses and regional market updates for internal review and presentation to clients
- Develop new ideas proactively to increase sales opportunities across the whole region
- Maintain and update sales progress and business contact information via the customer relationship management ("CRM") system, ZOHO
- Take on projects as required by senior management

Qualifications

- **Excellent knowledge of English and Arabic** both verbal and written
- **Proven sales/account management** track record of 5+ years in selling to academic, government and/or corporate sectors in dedicated market with good understanding of the region's culture
- **Experience** in publishing industry is a must; having worked for a publisher, an agent or as a librarian
- **Negotiation skills** -Tactical account development; Effectively exploring alternatives and positions to reach outcomes that gain the support and acceptance of all parties
- **Customer focus** – Multi-cultural awareness. Making customer and their needs a primary focus of one's actions; developing and sustaining productive customer relationships
- **Building customer loyalty** – Effectively meeting customer needs; building productive customer relationships; taking responsibility for customer satisfaction and loyalty
- **Communication** – Clearly conveying information and ideas through a variety of media to individuals or groups in a manner that engages the audience and helps them understand and retain the message
- **Hold** a bachelor degree in commerce or equivalent
- **Action** driven – Taking prompt action to accomplish objectives and to achieve goals beyond targets;

What to expect

Work will be executed from your home office located in any country within The Middle East. You will be in touch with 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 personally and professionally in an international and innovative environment. You will be offered a suitable salary and an exciting growth plan.

Making the move

ACCUCOMS offers you an interesting, diverse and important position within our company. You will work in an enthusiastic, innovative and motivated team.

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