

Account Executive UK & Scandinavia (English speaking)

32 – 40 Hours. Full/Part time

About ACCUCOMS

ACCUCOMS is 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 UK & Scandinavia, 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 either in our Leiden office in The Netherlands, or working remotely in the UK or Scandinavia. You will report to the Regional Sales Manager for UK & Scandinavia.

Responsibilities

- Support the Regional Sales Manager for UK & Scandinavia 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 English (speaking, reading and writing). Scandinavian languages a plus.
- 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 in the UK or Scandinavia, 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 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 **Rob Turner** at rob@accucoms.com with your CV outlining why you are right for the position.

accucoms.com/careers