



Account Consultant, Singapore – ACS International

ACS International, Ltd. (ACSI) is a wholly-owned subsidiary of the American Chemical Society. ACSI is comprised of representatives that serve the scientific community worldwide. Employees represent products and services provided by ACS divisions, including ACS Publications and Chemical Abstracts Service (SciFinder® and STN®) to the world's most important scientific companies, government organizations, global patent offices and academic institutions to promote research and discovery.

ACS International is currently seeking an Account Consultant based in Singapore.

This position will be responsible for the development and execution of the sales aimed at increasing CAS' sales revenue for all CAS Solutions in South-east Asia, Hong Kong/Macau. This position will be responsible for securing renewals to subscription-based products, upselling to existing customers and calling on new prospects in Pharma, BioPharma, Academic, Chemical, and Legal accounts. This position is also expected to develop relationships with larger accounts in the territory and coordinating account planning with international colleagues related to these accounts. Extensive travel within South-east Asia, Hong Kong and Macau is expected (50-60%), with some international travel.

Requirements:

- Bachelor's Degree or equivalent in Chemistry or Science. Advanced degree is highly preferred.
- 8+ years of sales experience, particularly in hunting and closing new business for recurring subscription-based services.
- Strong B2B Consultative Sales experience with a good track-record.
- Strong ability to articulate value from high-value solutions is a must.
- Experience in selling chemistry-related products and/or information/intellectual property preferred. Advanced degree in chemistry is advantageous.
- Experience in sales with a publisher, software, and/or scientific information is highly advantageous.
- Strong communication, presentation and interpersonal skills.
- Strong sales forecasting and renewal planning experience.
- Experience in account and territory planning and mapping is desirable.
- Demonstrates self-motivation, initiative and drive.
- Ability to work independently is a must.
- Ability to build relationships and influence others within the global organization is critical.
- Ability to work with all standard PC applications, Salesforce.com or other CRM user experience is a must.
- Fluent written and spoken English is a must. Fluent second language in Thai is a strong advantage.

To apply for a position, please submit your cover letter and CV to careers@acs-i.org.