



Account Manager - United Kingdom – ACS International

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ACS International is currently seeking an Account Manager based in the United Kingdom.

This position will be accountable for profitable achievement of sales objectives for existing accounts in an assigned territory by identifying opportunities to grow, retain, cross-sell and penetrate the customer utilizing the product portfolio and services.

Requirements:

- Bachelor's Degree in Science related fields, business, communications or other related disciplines
- 5 or more years of sales related experience including lead generation, inside and outside sales, business development, customer service
- Proven track record of exceeding sales objectives and territory/account development
- Experience leveraging LinkedIn and other prospecting tools
- Experience selling science related solutions and/or information/intellectual property
- Strong capacity to articulate industry-specific value proposition to address customer pain points
- 2 years' experience with CRM and opportunity management systems, preferably Salesforce.com
- Demonstrated experience with virtual selling tools such as GoToMeeting, Web-Ex and other comparable tools

To apply for a position, please submit your cover letter and CV to careers@acsi.info.