



Business Development Manager – Mexico ACS International

ACS International, Ltd. (ACSI) is a wholly-owned subsidiary of the American Chemical Society. ACSI is comprised of scientists, technologists and business leaders who continuously and passionately pursue new knowledge in our quest to fuel scientific discovery and empower innovation. Employees represent products and services provided by CAS (SciFinder[®] and STN[®]) to the world's most important scientific companies, government organizations, global patent offices and academic institutions to promote research and discovery. CAS provides a suite of solutions relied on by researchers, patent professionals and decision-makers around the world that advance the scientific enterprise by enabling discovery and facilitating workflows.

ACS International is currently seeking a Business Development Manager based in Mexico City area.

Qualifications:

- Bachelor's Degree in Science related fields
- 3 or more years of sales related experience including lead generation, inside and outside sales, business development
- Proven ability to build networks and leverage connections to drive sales
- 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
- Willing to travel extensively (more than 60%) in the assigned regions.
- You should be self-motivated, proactive and possess excellent oral and written communication skills in English.

Duties:

This position is responsible for profitable achievement of sales objectives associated with new business acquisition primarily in Mexico and other Latin American countries as directed. This includes prospecting into target accounts, seeking to secure qualified meeting opportunities. The role will also identify new customer opportunities, track selling activities, manage contact information for sales prospects and deliver sales presentations. The Business Development Manager will also partner with internal subject matter expert functions throughout the sales process to advance opportunities and collect information to assist in developing targeted marketing plans.

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