



### **Market & Business Development Manager (MBDM) ASEAN & OCEANA- ACS International**

ACS International Ltd (ACSI) Asia Pacific is responsible for providing sales account management, support and customer service in support of the American Chemical Society Publications Division. This division contributes to achieving revenue growth targets, increasing regional market penetration and share, implementing international institutional sales program for the ACS' Publications Division's information products and services, and representing the ACS to all target groups and stakeholders in the region.

#### ***ACS International is currently seeking a Market & Business Development Manager based in Singapore***

The Market & Business Development Manager (MBDM) ASEAN & OCEANA is co-responsible for meeting the annual revenue goals assigned to the territory. This position will require travel as the MBDM seeks to build and sustain relationships with key stakeholders. Primary areas of interest are the corporate and governmental market segments. Secondary, the MBDM will represent the ACSI Regional Sales Director Asia Pacific in all segments and markets as the main ACS representative. Close cooperation with this Regional Sales Director as well as ACS' local business partners is essential. This position will report to the Regional Sales Director, ACS Publications, Asia-Pacific.

#### **Position Accountabilities** (in close cooperation with ACS' business partner)

- Initiate and support business development initiatives in all market segments:
  - Primary: in corporate and governmental market segments
  - Secondary: in academic market segments
- Initiate and support local sales and marketing activities such as email campaigns, sponsorships, roadshows, customer events, exhibits, etc.
- Explore new business opportunities for ACS' future growth.
- Help ACS build up better understanding of the market place and its players.
- Prepare and execute a sales strategy to ensure annual revenue targets are met.
- Prepare reports as required by ACS management including sales forecasts, sales pipelines, market overviews, product plans, etc.

#### **Requirements:**

- Bachelor's degree or higher in chemistry or related science required,
- 10+ years of relevant sales experience in the region required.
- Evidence of individual sales accomplishments required.
- Experience in public speaking desired.
- Fluency of English in spoken and written form
- Networker in regional chemistry, science, society, government, and publishing environment.
- Located in Singapore.

*To apply for a position, please submit your cover letter and CV to [careers@acsi.info](mailto:careers@acsi.info).*