



ACS International (ACSI) is looking for a Market & Business Development Manager ASEAN & Oceania for the ACS Publications division in Singapore.

ACS Publications publishes over 50 journals for the world's largest and most influential scientific society, the American Chemical Society, providing the worldwide scientific community with cutting-edge research from the most-cited, peer-reviewed publications in the chemical and related sciences. ACS International Ltd (ACSI) Asia Pacific provides sales, marketing, and customer service support for the American Chemical Society Publications. To support its fast growing presence in Asia Pacific, ACS International wants to expand its team of professionals with a Market & Business Development Manager (MBDM).

The MBDM is responsible for the marketing and sales of ACS Publications and meeting the annual revenue goals in ASEAN & Oceania. This position will require travel as the MBDM seeks to build and sustain relationships with key stakeholders, including our distribution partner. Primary areas of interest are expansion of the academic and educational market segments, as well as further penetration of the corporate and governmental market segments.

This position will report to the Regional Sales Director, ACS Publications, Asia-Pacific.

Position Accountabilities

- Initiate and support business development initiatives in all 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, in collaboration with key stakeholders.
- Prepare reports as required by ACS management including sales forecasts, sales pipelines, market overviews, etc.

Education/Experience/Technical Knowledge

- 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.
- Understanding of the R&D process in large corporations and understanding of the academic publishing world is essential.
- Experience in public speaking desired.
- Fluency of English in spoken and written form
- Networker in regional chemistry, science, society, government, and publishing environment.
- Hands-on, pragmatic, independent work style desired.
- Located in Singapore.

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