

PUBLISHING TECHNOLOGY PLC
JOB DESCRIPTION

JOB TITLE: North American Sales Representative
JOB REF: PCG061
DIVISION/DEPARTMENT: PCG, Content Sales
REPORTING TO: Director, Content Sales
JOB TYPE: Full Time/Permanent
LOCATION: Cambridge
PURPOSE OF JOB
This sales/marketing professional will be the North American Sales Representative for our international publishing clients, one of whom is a UK publisher of scientific journals.
KEY RESPONSIBILITIES
This position is responsible for the complete inside sales/marketing cycle including closing sales on electronic content including online journals and journal packages to academic libraries, government agencies and corporations for our publishing clients in North America.
MAIN/CORE TASKS
<ul style="list-style-type: none"> • Developing and pursuing sales leads by telephone and email • Conducting conference calls and some in-person meetings with academic library, government and corporate prospects and customers to acquire new business and/or maintain existing business • Completing a variety of sales initiatives for distinct products • Managing accounts for existing customers • Being the liaison between North American customer base and clients' headquarters • Providing detailed reports regarding customer needs
SPECIAL TASKS
<ul style="list-style-type: none"> • Coordinating and attending industry-related conferences and workshops • Executing email campaigns in support of sales initiatives

FLEXIBILITY STATEMENT

The fast moving nature of the company's business also means that you may, from time to time, be asked to perform roles outside your original job description. This allows the company to utilise its people in the best possible way at all times and to help employees make their contribution to a changing environment.

INTERNAL RELATIONSHIPS

Head of Research, Content Sales Team, PCG Directors, PT Marketing

EXTERNAL CONTACTS

Publishing Client Contacts, Institutional Prospects and Customers, Vendor Partners

Interested applicants should send their CV/resume to recruitment@publishingtechnology.com quoting the above job reference.