

## PUBLISHING TECHNOLOGY PLC

### JOB DESCRIPTION

Division/Department: PCG
JOB REF: PCG070
<b>JOB TITLE: European Sales Manager</b>
REPORTING TO: Global Sales Director
JOB TYPE: Fulltime/permanent
LOCATION: Oxford, UK
<b>PURPOSE OF JOB</b>
We are seeking an experienced sales/marketing professional to be the <b>European Sales Manager</b> for an international client, who is a scholarly publisher of journals and electronic resources.
<b>KEY RESPONSIBILITIES</b>
You will be responsible for the complete sales/marketing cycle including closing sales of an online database to academic libraries, consortia, research institutes, government agencies and corporations and leading the account management process in the region.
<b>MAIN/CORE TASKS</b>
<ul style="list-style-type: none"> <li>• Developing and pursuing sales leads with academic library, government and corporate prospects and customers to acquire new business and/or maintain existing business</li> <li>• Coordinating and attending industry-related conferences and workshops</li> <li>• Being the liaison between US customer base and clients' headquarters</li> <li>• Feed related market information and trends back to the client and take active part in the clients marketing and sales strategy</li> <li>• Providing detailed reports regarding customer needs</li> <li>• Leading account management for existing customers and coordinating activities of the account manager.</li> </ul>
<b>SPECIAL TASKS</b>
None.

**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**

Global Sales Director, European Account Manager, European Business Development Manager

**EXTERNAL CONTACTS**

International Clients-Academic Libraries, Consortia, Research Institutes, Government Agencies and Corporations.