

## USA Sales Manager

Location: New Brunswick (08901) USA / or remote location USA

Job Type: Fulltime

Job Ref: ING226

We are seeking a dynamic, experienced and performance driven sales professional to implement our sales strategy through generating, managing and closing sales opportunities for our current online systems offerings, Ingenta Commercial and Ingenta CMS.

This position may be based in our corporate office in New Brunswick or Boston or at a remote location. The Sales Manager drives sales activities for assigned product line(s), delivering speciality product value proposition and acts as business consultant for our clients. This position will require frequent travel, nationally and internationally (approximately 50%).

The Sales Manager will market and sell the suite of products to senior and executive contacts in technology, operations, product management, editorial divisions of publishers and content producers.

Requirements include:

- Proven track record of successful technology/Software sales.
- Ability and experience managing a complex, consultative sales approach is required.
- Ability to develop a deep understanding of specialty product(s).
- Capable of leading demonstrations, trainings and presentations.
- Able to clearly and compellingly articulate value proposition for specialty product(s) and respond to inquiries about product functionality.
- Strong influencing and negotiation skills.
- Ability to analyze, compare, evaluate, reconcile and draw meaningful conclusions and action plans from data.
- Strong interpersonal skills, with ability to professionally interact with a diverse blend of personalities to reach resolution and maintain strong relationships.
- Capacity to learn and effectively utilize CRMs and other programs relevant to the role.
- Experience and understanding of platform and content hosting needs of publishers, particularly but not limited to the academic and scholarly sector is preferred.

### Benefits:

We offer a comprehensive benefits package including:

- Medical, dental and vision insurance
- 401k plan
- Disability and life insurance
- Paid time off

If you are interested in this exciting role please forward your résumé and current salary expectations to [recruitment@ingenta.com](mailto:recruitment@ingenta.com) quoting job reference ING226.

Ingenta is an Equal Opportunity Employer (EOE).

**About Ingenta**

Enabling information providers of any size and in any space to create, manage and monetise their content effectively through innovative software solutions and consulting.

Ingenta is the world-leading provider of content solutions that transform business. We cover the publishing process from end to end with our suite of commercial products, content and advertising solutions plus client support and professional services packages.

Combining our unmatched publishing knowledge, global operations and customer support with our extensive technology products and service offerings, we offer the industry's only full spectrum of solutions to help publishers manage and monetise their IP effectively and bring content to life.

Listed on the AIM market of the London Stock Exchange, the company operates jointly from Europe (Oxford) and North America (Boston and New Jersey), with local offices in Brazil, India and China. Assisting over 450 trade and scholarly publishers for nearly 40 years, Ingenta solves the fundamental issues content providers face.