



Global Sales Director

Location: Boston (MA 02144)

Division: Publishers Communication Group (PCG)

Job Type: Fulltime

Ref: PCG235

We have an exciting opportunity for a Global Sales Director within our PCG division, working with academic librarians and consortia around the world. You will be responsible for managing the Content Sales division by identify new markets and open business opportunities; maintain healthy sales pipeline; develop strong client relationships; generate robust sales reporting and forecasting; managing the content sales team.

The Global Sales Director will generate revenue; manage and recruit staff, set goals and review performance; report on performance; strategize for maximum profitability; negotiate new and renewal terms of contract; evaluate emerging marketing; work with international customers; provide Supervisor and Executive Management with performance reports; travel to customer and client meetings and attend trade shows as necessary.

The successful candidate will have the following:

- Experience selling academic content globally
- Experience working at scholarly publisher or similar industry partner. Must have experience selling to institutions.
- Experience managing international sales team working with academic content.
- pipeline management
- Basic financial understanding
- Strong CRM skills and a high level of proficiency in Excel and other Office 360 programs
- Must be goal-oriented, organized, collaborative, responsive to clients and colleagues, supportive in motivating staff
- Fluency in languages in addition to English a plus.

If you are interested in this exciting role please forward your resume to recruitment@ingenta.com quoting job reference PCG235.

Ingenta/PCG is an Equal Opportunity Employer (EOE).

About Publishers Communication Group (PCG)

Publishers Communication Group (www.pcgplus.com) is a division of Ingenta (www.ingenta.com) and is the leading marketing and sales consultancy for scholarly and professional publishers, with locations in Boston, MA and Oxford, UK. PCG was established in 1990 as a resource for scholarly publishers to more effectively work with the global library market. PCG offers qualitative and quantitative marketing research, international multilingual telemarketing services, UK and US based customer services operations, sales representation, and strategic consulting.



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.