



EMEA Sales and Market Support Executive

Location: Oxford OX4 2HU (would consider UK remote)

Division: PCG

Job Type: Full Time

Ref: PCG265

We have an excellent opportunity for an EMEA Sales and Market Support Executive who will be responsible for promoting the assigned client's brand within the user community; maintaining a positive working business relationship with the assigned clients; and most importantly, achieve the sales targets for each assigned client.

You will manage the complete sales/marketing cycle through to closing sales of client products to academic, government and corporate libraries within Europe. The EMEA Sales and Market Support Executive will be responsible for achieving sales targets as agreed with our clients.

The main sales tasks will include generating new business, managing pipeline, contacting libraries and academics, attending conferences, some site visits, monthly reporting and CRM management, renewals.

The main market support tasks will include lead generation of publishers and libraries, setting up and maintaining contact during trials, generating e-marketing messages, managing renewal activity.

Some overnight stays will be required with approximately up to 20% travel.

Key skills required include:

- Relevant sales and/or marketing experience
- Strong CRM, MS Office and sales skills
- Strong verbal and written communication
- Superior multi-tasking and organizational skills
- Demonstrated interpersonal ability in the areas of client relations and customer contact
- Experience in the academic library market and/or publishing industry
- European Language skills would be advantageous

You would be joining our Publishers Communication Group (PCG) division based in Oxford UK which has provided strategic sales, marketing and consulting services to leading scholarly publishers for 25 years. At PCG you will be joining a diverse, international group with backgrounds in business, publishing, library science, market research and academia.

If you are interested in this exciting role, please forward your CV to recruitment@ingenta.com quoting job reference PCG265.

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



About Publishers Communication Group (PCG) and Ingenta

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.