

Senior Sales Executive

Location: Oxford (OX4 2HU)

Job Type: Fulltime/Permanent

Job Ref: ING261

Ingenta seeks a dynamic sales professional to generate, manage and close sales opportunities for our publishing product suite including Ingenta CMS, Ingenta Commercial and Ingenta Advertising and Audience. In addition, the successful candidate will also be responsible for building and converting pipeline for our next generation rapid deployment Ingenta GO! solutions.

The Senior Sales Executive will market and sell this suite of products to senior and executive contacts in technology, product management editorial and advertising divisions of publishers and content producers.

Experience and understanding of platform and content hosting needs of publishers, acquisition and rights management or advertising sales solutions and audience analytics particularly but not limited to the academic and scholarly sector is preferred. Ability and experience managing a complex, consultative sales approach is required.

With the launch of Ingenta GO! solutions, as well as our expansion into Advertising sales solutions and Audience analytics, a strategic thinker with go to market and new product launch sales, and experience in expanding into new and adjacent markets sectors is helpful.

Requirements include:

- Relevant sales experience, preferably in consultative and strategic sales
- Experience selling Content Management/advertising Systems, SaaS or software solutions, or other technical sales
- Good interpersonal skill
- Basic computing skills
- Confidence on the phone and in person with the ability to lead demonstrations and presentations
- Able to travel (30%)
- Drive, ambition and willingness to develop new business
- Publishing market experience helpful
- Experience with a CRM system to manage prospecting and pipeline
- Ability to sell; proven sales track record

If you are interested in this exciting role please forward your CV and cover letter to recruitment@ingenta.com quoting job reference ING261.

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.