



INGENTA (UK) LTD

JOB DESCRIPTION

JOB TITLE: Sales Prospector

JOB REF: ING277
COST CENTRE: 99-465
DIVISION/DEPARTMENT: Business Development
REPORTING TO: Director of Strategic Partnerships
JOB TYPE: Fulltime/Permanent
LOCATION: Remote in UK or USA

PURPOSE OF JOB

Ingenta are looking for a key member of the Business Development department to work on building the Sales Pipeline across the various Ingenta product families, globally.

Applications welcome from the USA and the UK. This job has global reach but is expected to be conducted remotely. Working hours can be flexible but will include calls outside 'normal business hours' and job assessment is on results not timekeeping

KEY RESPONSIBILITIES

- Prospect across the global publishing industry for new opportunities across the Ingenta product family group
- Grow these leads to the status of actual opportunities
- Deep knowledge of the publishing industry with a keen awareness of new business models and challenges
- Maintain accurate and current records of activity and status of each publisher relationship.
- Develop detailed knowledge of company, competitor products/services, and the latest developments within the publishing industry.
- Work with Marketing on developing and executing campaigns
- Ability to perform high level demos of all products
- Attendance as needed at major publishing conferences
- Feed latest industry developments into Product Management to inform roadmaps



MAIN/CORE TASKS
<ul style="list-style-type: none">• Meet quarterly sales pipeline targets, both for Leads and Opportunities that can be progressed to closure• Proactively participate in Ingenta’s transformative growth plans and work with Business Development and Product teams• Respond to incoming queries from publishers in a timely manner, ensuring publishers are always updated on status and progress.• Be the main user of MSD CRM and maintain and improve the entries and reports available from the tool for Business Development and Finance/Management use• Provide regular progress updates covering account activity, forecasts, invoicing etc.• Liaison with Marketing to work on new and existing campaigns, to suggest and monitor social media use, and to advise on website updates and SEO’s
KEY SKILLS SUMMARY
<p>Good knowledge of Microsoft Office products, especially MSD’s CRM functionality. Language skills an advantage</p> <p>Ability to work remotely and be comfortable reaching out and forming relationships with new prospects</p> <p>Deep knowledge of the publishing industry</p>
FLEXIBILITY STATEMENT
<p><i>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 and to travel as required, including (where necessary) overnight stays. 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.</i></p>
INTERNAL RELATIONSHIPS
<ul style="list-style-type: none">• Sales• Account Management• Marketing and Business Growth• Product Management
EXTERNAL CONTACTS
<ul style="list-style-type: none">• Publishing industry worldwide

Interested applicants should send their CV/resume to recruitment@ingenta.com quoting the above job reference.