

INGENTA

JOB DESCRIPTION

JOB TITLE: Sales Manager – IP Management: Royalties, Rights, Licensing and Contract Management

JOB REF: ING301
COST CENTRE: 99 465 (Sales)
DIVISION/DEPARTMENT: Business Development
REPORTING TO: Senior V-P Business Development
JOB TYPE: Full time employee
LOCATION: Fully remote, in North America or United Kingdom
PURPOSE OF JOB
Energize the growth of the web-based Contacts, Rights and Royalties application, both in its enterprise edition and its SaaS multi-tenancy model, in the publishing and digital entertainment industries and to other companies that handle Intellectual Property Management. The product line includes Ingenta Folio, Ingenta ConChord, Ingenta Gambit across all sizes of customers.
KEY RESPONSIBILITIES
<ul style="list-style-type: none">• Own finding new customers and prospecting new opportunities• Meet or exceed revenue targets for new sales as well as the targeted numbers of customers in new markets.• Own / Drive RFP or customer responses, presentations, demonstrations, documents, working across all departments•• Ability to handle initial product demos and coordinate RFP responses• Finding and recommending new marketing lists and campaigns• Assessing and improving product collateral, including videos• Identify and work with potential new partners for complementary products and potential sales partnerships
MAIN/CORE TASKS
<ul style="list-style-type: none">• Identify and sell product family to new customers• Maintain awareness of competitor products and identify Ingenta USP's• Assisting and coordinating RFP responses• Drive RFP / proposal responses across all departments• Manage projections of revenues / sales in all systems• Maintaining Ingenta's knowledge of, and reputation within, the industry• Establish plans to target and pursue new customers through competitor knowledge, industry knowledge, independent research, . . .

- Contact and follow up with all prospects aggressively
- Create presentations, proposals, analysis as necessary to close sales
- Update systems as appropriate, zoho, JIRA,

KEY TECHNICAL SKILLS SUMMARY

- Strong commercial awareness
- Proven understanding and ability to sell software
- Knowledge of selling and onboarding SaaS products
- Proven knowledge of the publishing and/or music industry globally
- Proven ability to close software deals
- Experience with IP Management companies
- Excellent communication skills – oral and written
- Financial competence to produce simple ROI statements and update forecasts
- CRM knowledge, especially Zoho, desirable
- Proven ability to cover the breadth of customers from very small to very large
- Proven knowledge of IP management particularly in the publishing and media industries globally
- Excellent skills in MS Office (excel, word, powerpoint), Outlook, and JIRA
- Ability to learn quickly with a self-starter attitude
- Ability to read and understand basic contracts.
- Demonstrable experience in building a strong network of contacts at all levels within Potential customers
- Proven ability to identify and target new customers in core markets defined.

FLEXIBILITY STATEMENT

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.

INTERNAL RELATIONSHIPS

Working with Product Team, Business Development Team, Marketing, Finance

EXTERNAL CONTACTS

Publishing Industry

Music and Digital Entertainment Industry

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