



## Sales Representative

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

**Division:** PCG

**Job Type:** Full Time

**Ref:** PCG260

Are you goal-oriented, organized, collaborative and responsive to clients and colleagues? If so, we may have your perfect job... we have an excellent opportunity for a Sales Representative who will be responsible for, and have experience in, selling an academic product to European libraries and to contract new publishers to increase content offerings.

The Sales Representative will be a member of the PCG division Client Team and will be responsible for achieving annual sales targets for each publisher for each product line.

The main tasks include:

- Develop leads and manage pipeline
- Contact publishers, libraries, and academics where appropriate
- Promote platform capabilities to libraries
- Promote usage and analytic information to potential publishers
- Develop and negotiate sales
- Develop and negotiate partnerships with publishers to join the platform offering
- Communicate internally and with client
- Prompt reporting
- Conference attendance
- Occasional site visits
- Achieve sales target

Some overnight stays will be required with approximately 15% travel.

You will need experience selling content to academic library markets as well as to publishers directly. you may have experience working at scholarly publisher or similar industry partner. The successful candidate will have strong CRM, Excel and sales skills along with strong verbal and written communication. Zoho experience is a plus.

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](mailto:recruitment@ingenta.com) quoting job reference PCG260.

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

**About Publishers Communication Group (PCG) and Ingenta**

Publishers Communication Group ([www.pcgplus.com](http://www.pcgplus.com)) is a division of Ingenta ([www.ingenta.com](http://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.