



**Job Title:** EVP Business Development

**Location:** Oxford, UK (OX4 2HU) or New Jersey, USA (08901)

**Job Type:** Full Time

**Job Ref:** PTP216

Do you have strong digital and international sales experience with a background in the publishing industry and software product companies? If so, this could be the opportunity for you...

Publishing Technology are looking for an experienced EVP Business Development to be based in our UK or USA locations to have overall responsibility globally for sales, marketing, partnerships and communication for all products.

The EVP Business Development will have global responsibility for ensuring all elements of business development are connected, in line with companywide objectives. This will include running a sales, account management and marketing team; but will also include assessment of the market, product positioning and market stimulation – through partners, analysts and events.

**Desired Skills/Experience:**

- Relevant sales and marketing experience, including managing and training sales staff
- Must have strong digital experience
- International Sales Experience
- Proven track record in a software product company
- Experience and network within the publishing industry
- Strong social and presentation skills
- Must demonstrate an ability to efficiently manage time priorities and resources
- Good level of competence with MS Office
- Excellent written and oral communication.

**Competitive Salary and Benefits.**

If you are interested in this exciting and challenging role, and for a full Job Description please forward your CV/resume and current salary details to [recruitment@publishingtechnology.com](mailto:recruitment@publishingtechnology.com) quoting the reference number PTP216.

Publishing Technology is an Equal Opportunity Employer (EOE).

**Publishing Technology plc is the world-leading provider of content solutions that transform business.**

We cover the publishing process from end to end with content systems, audience development and content delivery software and services.

Combining our unmatched publishing knowledge, global operations and perpetual support model with our *advance* operations system, *ingentaconnect* scholarly portal, *pub2web* custom hosting platform and Publishers Communication Group (PCG) sales and marketing consultancy, we offer the industry's only full spectrum of solutions to help publishers move their content forward.