



EMEA Sales Executive

Flexible Location

Full Time (40 hours per week)

Global provider of innovative cloud-based software is looking for a senior territory manager based in EMEA. This is a field sales position, with face to face interaction as well as via phone and email. The ideal candidate will have experience selling software solutions to libraries across the academic spectrum, with initial focus on Academic Health Science Libraries; and additional engagement of Hospitals, Societies, and Government agencies throughout the EMEA region.

The executive will report to the Director of Sales and Marketing (Head of Growth) with a dotted line to the Chief Executive Officer. This is a key position within the organization.

The candidate must have:

- The ability to self-start and work remotely from home
- B2B experience
- The ability to manage targets, goals, and revenue
- The desire to contribute to organizational goals, targets, and initiatives for growth
- The ability to accurately report territory activity on a regular basis.

Ideal candidates will have:

- The desire to succeed
- A rolodex of library contacts
- Experience dealing with SaaS subscription sales
- The ability to handle an international territory
- The ability to reach key people in a specific role
- The ability to work with a small, dynamic team of dedicated professionals located around the globe who develop, promote, and support the product, mission, and organizational objectives.

Key Responsibilities:

The candidate will use her/his exceptional rapport with customers along with sales experience and understanding of the changing dynamics within the library/information science community to deliver our unique and innovative SaaS solution which brings evidence into practice at a rate previously not possible.

The primary purpose of the position is to meet or exceed organizational sales objectives by promoting and selling the company's online platform and expert support as an enterprise solution, using professional sales techniques and long-term customer relationships.

Additional responsibilities include:

- Prospecting for new sales (lead generation)
- Relationship building
- Territory planning
- Sales forecasting
- Qualification and prioritization of sales opportunities
- Negotiating with purchasers
- Customer retention.

General Responsibilities:

- Negotiate the sale of company products and services to assigned library accounts in EMEA and achieve assigned new business and renewal quota
- Focus on customer retention by proactively engaging customers and supporting as needed
- Gather competitive market and industry intelligence from assigned accounts and geography to be communicated and shared organizationally
- Facilitate pre-sales and post sales customer training to assigned accounts through internal methods and staff
- Deliver relevant, customized proposals that meet the specific need of the customer
- Communicate market feedback and product information with sales, marketing, customer success, and product development
- Identify key accounts and key consortia partners to maximize awareness
- Site visits to key organisational leads
- Attendance at major industry conferences and events
- Engage prospects via high quality telephone and email correspondence
- Understand how library customers function and how they purchase
- Ability to learn new products and process quickly.

Qualifications:

- Demonstrated record of success in academic and/or enterprise sales
- Minimum of 5 years successful library sales experience
- Experience within academic STM market (especially health and medical) preferred
- Strong work ethic
- Must be equally adept at working independently and within a distributed team environment
- Proficient in Microsoft Word, Excel, PowerPoint, Google Docs, and various database applications

- Excellent written and oral communication skills, including excellent public presentation skills and ability to conduct demonstration of technology products in person or via web conferencing tools
- Superior time management and organizational skills with strong attention to detail
- Creative, competitive and strategic sales demeanor in formal and informal interactions.

Our organization is mission-based and not for profit. We enjoy an impeccable reputation in the market based on uncompromising values, dedication to our cause, and unrivaled community support. The successful candidate will make a real impact on the world by enabling – for the first time - high quality knowledge to be created efficiently and at scale.

Contact:

Julian Elliott

CEO

julian@covidence.org