

JOB DESCRIPTION

Position: **Regional Sales Manager** Region: **Germany**

Reports to: **Associate Director of Sales**

Location: **Germany** Travel Required: **60%**

We have an opening for a **Regional Sales Manager**, within OVID, WK Health's HLRP Division based in **Berlin, Germany**.

This exciting opportunity involves planning, organising & implementing sales activities in order to achieve defined revenue goals, while maintaining Germany's excellent existing customer base. As we continue successful growth, you will develop new business within the assigned region, making presentations to new prospects and existing customers across Academic, Clinical and Corporate markets.

Responsibilities include, but are not limited, to the following:

- Manages the following types of accounts in the assigned region: Academic, Clinical and Corporate Institutions in eastern and northern Germany
- Plans, organizes, implements sales activities in order to achieve defined revenue goals
- Maintains existing customer base
- Develops new business within the assigned region
- Makes presentations to new prospects and existing customers in Academic, Clinical and Corporate markets
- Conducts 250 face-to-face sales calls per year
- Plans and implements promotional work and tracks sales activities on accounts within the region
- Quotes prices, prepares proposals and provides information regarding terms and conditions
- Participation in regional, national and international trade shows, conferences and sales meetings
- Compiles data on marketing trends, competitive products and pricing and reports to management
- Enters sales activity, new prospects and all account information into our Salesforce.com CRM system
- Prepares and submits weekly reports for the region

Interacts with:

Technical Support
Sales Engineer
Marketing
Publisher Relations
Sales Support
Regional Director

Required skills:

3 years field selling experience
Experience with complex Sales/Solution Selling experience
Fluent written and spoken German/English
Knowledge of Windows, Internet/WWW, CRM Applications

Additional skills:

Knowledge of Publishing/Information industry
Academic market experience
Knowledge of Ovid products and services