



TITLE: Sales Account Executive

POSITION TYPE: Full-Time, Permanent

LOCATION: United Kingdom

SALARY RANGE: Base + Commission (£70K basic £140+K OTE)

START DATE: Immediately

ABOUT ATYPON SYSTEMS:

Since 1996, Atypon Systems, Inc. has provided software and hosting to the media and publishing industry, allowing publishers to grow their business by providing superior technology and service. Atypon's solutions include Atypon Premium, a complete e-publishing solution for publishers who wish to manage the entire process of delivering and managing their content online, and the Literatum™ RightAccess™ and RightCommerce™ products, which are enterprise software products that control and monetize digital content and services. Customers including The Financial Times, News International, Channel 4, Turner Broadcasting, IEEE, McGraw-Hill, Elsevier, and Pearson. For further information visit <http://www.atypon.com>

RESPONSIBILITIES:

- Acquire new customers through inbound leads and hunting activities
- Engage in relationship-building and networking activities to develop additional sales opportunities
- Maintain business relationships with clients and expand existing accounts
- Facilitate high levels of customer satisfaction
- Conduct sales presentations and online product demos
- Respond to RFP's
- Participate in client meetings to determine business and technical requirements
- Acquire and demonstrate knowledge of product offering, competitors and industry
- Work hand in hand with C-level management to achieve revenue goals
- Frequent travel (25-30%) for sales meetings.

EXPERIENCE/SKILLS:

- Must have proven success in enterprise software sales

- Must have excellent communication and interpersonal skills
- Must be able to negotiate sales contracts with C-level executives
- Able to drive the “full sales cycle” from start to close
- Able to both manage individuals and work well independently
- Familiar with media or publishing a plus
- BA/BS in a related field

BENEFITS:

We offer a competitive compensation and benefits package
Telecommuting is ok.