American Society of Mechanical Engineers

Title: Publishing Sales Representative

Location (address, city, state): Little Falls, NJ

Job Type: Full Time

Work Schedule: 9:00-5:00    Salary: TBD

Start Date: ASAP

Job Description:

Reporting to the Manager, Third Party Sales, the Publishing Sales Representative will be responsible for components that will lead to the success of the ASME Digital Collection and Publishing Sales effort by working in conjunction with specific client and prospective client accounts.

Key responsibilities include:

- Plan the sales process for the assigned clients in a defined territory
- Focus on increasing awareness, usage and revenue to all product groups within Publishing portfolio
- Continue to build current sales relationships and identify new sales opportunities
- Accurately and consistently report on sales progress

Qualifications:

The ideal candidate will have a minimum two year degree, a minimum of five years in publishing sales and prior experience as a consultative sales representative selling solutions preferably within the publishing industry.

Application Instructions:

All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, sex, sexual orientation, national origin, age, disability, or protected veteran status. ASME takes affirmative action in support of its policy to and advance in employment individuals who are minorities, women, protected veterans, and individuals with disabilities.

Only those candidates selected for further consideration will be contacted. We are an Equal Opportunity Employer. Send resume, along with salary requirements, to mrecruitment@asme.org