



The Company: Reed Business Information (RBI) has a portfolio of award-winning websites and online services, as well as over 100 market-leading magazines, directories, direct marketing services, industry conferences and awards covering over 18 markets in the UK, Europe, USA and Asia. Reed Business Information has annual sales of £250 million.

Within that portfolio, ICIS is the world's largest information provider for the chemical and oil industry. We aim to assist chemical companies worldwide, increasing their revenues and profits by providing high quality, business critical information, sales leads and branding positioning across the globe. ICIS has been established for 30 years, and commands the respect within the industry which you would expect from a long-term player, but with that we are still experiencing very quick growth as a brand.

SALES EXECUTIVE

We are looking for a Sales Executive to join our team whose primary responsibility will be driving the new business development of **ICIS Training**. The successful candidate will be working on the biggest and most profitable title within the RBI portfolio, and is currently able to boast double-digit growth.

You will need to be a motivated individual, with proven experience in sales and ideally educated to degree level or equivalent.

Additional skills required include a pleasant and professional telephone manner, the ability to maintain and update contact databases and business fluency.

The job will require you to generate new business and additional revenues from a broad range of new and existing clients. This will be achieved primarily by pro-actively calling companies across **Asia, Europe and Americans**.

The successful candidate for this role will need the following skills:

- Excellent communication skills
- High-levels of enthusiasm, motivation and passion for winning
- Multi-tasking/deadline oriented, with a strong organisational ability
- Able to sell effectively over the telephone
- Strong negotiating and closing skills
- The ability to build and manage your own sales pipeline
- An ability to gather an effective understanding of the ICIS proposition and the marketplace it serves
- An energetic approach to sales
- The ability to work flexible hours

This role offers great potential for ongoing personal and professional development and full training is provided both at the start of your time at ICIS and as required both on a team and individual basis.

Please forward your applications to Roland Kester Cher, Business Development Manager:
rolandkester.cher@icis.com