

# Job Title: Account Manager (客户经理), Product Design, China

## About IHS Markit

IHS Markit harnesses deep sources of information, analytics and expertise to forge solutions for the industries and markets that drive global economies. Our company partners with clients in business, finance and government to provide the unrivaled insights and perspectives that lead to well-informed, confident decisions. We call this The New Intelligence. IHS Markit serves more than 50,000 key customers in more than 140 countries, including 80 percent of the Fortune Global 500. We help decision makers apply higher-level thinking to daily tasks and strategic issues across a host of industries and disciplines including energy, finance, automotive, engineering, technology, maritime and trade, aerospace and defense, chemical, and economics and country risk.

Headquartered in London, IHS Markit is committed to sustainable, profitable growth.

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**A strategic sales role in China responsible for local revenue growth, account management and customer delight for Product Design (PD) products/services for the Chinese market.** The China market has been a growth opportunity for our company and we require an experience senior sales individual that can manage existing customers as well as expand our product design market share.

The new colleague is personally responsible for supporting a portfolio of **Product Design - Standards, Codes, Regulations, Engineering Innovative Content and Goldfire - IHS premier engineering workbench solution.**

### **Job Duties:**

- Manage existing BOB in China with strategic and results-oriented efforts to minimize cancellations, up-sell PD products, and cross-sell non-PD products.
- Develop and bring a robust pipeline of new business opportunities by extracting value from your personal network and working across the major IHS verticals, especially to penetrate prospects that are IHS clients in other business lines or completely "new logo" business opportunities.
- Develop and manage the commercial relationships and revenue streams with existing IHS/Product Design customers/prospects in China while exploring new partnerships to scale up as quickly as possible.
- Follow and execute a structured solution sales process for revenue growth and prospecting. Able to uncover new revenue opportunities within an account based on the understanding of the work flows and strategies being deployed within the accounts.
- Understanding the product sales cycle and challenges, including the strategies of competitors, and leveraging this knowledge to hone sales strategies.
- Working with Product Management to ensure proper positioning of complex solutions.
- Provide ongoing feedback from clients to Sales Managers, Product Management and Consultants.
- The activity reporting component includes on time delivery of quality reports and the fulfillment of requests from Management, accurate sales and renewal forecasting, use of the activity calendar, on time attendance at meetings, and overall professionalism. Will periodically be required to attend various trade shows to discuss and demonstrate IHS products.
- Will periodically be required to provide client and prospective client contact information when direct marketing programs are developed.

### **Required Education:**

- B.S. or B.A. or equivalent

### **Required Experience:**

- A minimum of 8 years sales experience, with at least 5 years of experience in selling PD solutions, consulting, or other intangible business solutions and information/publication/database environment in China.
- Demonstrated success in closing large and complex sales through the Engineering industry - knowledge, negotiation and relationship building skills.
- Ability to interact with and sell to senior level management.
- Has developed and implemented strategies for revenue growth that capitalize on the unique nature of specific environments, leveraging partner and other relationships creatively without being tied to a specific approach. Appropriately adapts and leverages products, services and operations to effectively compete in competitive markets
- Understanding of consultative selling techniques - able to close deals and build relationships.
- Ability to work as part of a team, or to work autonomously and be self driven and self directed.
- Comfortable in a virtual team with manager in a remote location.
- Understanding of legal environment of local market, follows direction from legal counsel on contract terms and conditions.
- Comfortable working in a highly complex and fast paced organization.