

Job Description**Product Strategy and Sales Manager(12452)****Application Closing Date** 29-01-2019, 10:59:00 PM

The [OECD](#) is a global economic forum working with 36 member countries and more than 100 emerging and developing economies to make better policies for better lives. Our mission is to promote policies that will improve the economic and social well-being of people around the world. The Organisation provides a unique forum in which governments work together to share experiences on what drives economic, social and environmental change, seeking solutions to common problems.

The [International Energy Agency \(IEA\)](#) is an intergovernmental organisation committed to advancing security of energy supply, economic growth and environmental sustainability through energy policy co-operation. The IEA operates as an autonomous body within the framework of the Organisation for Economic Co-operation and Development. Both the OECD and the IEA seek opportunities to work with an increasing number of non-members of growing importance to the world economy.

The IEA is looking for a Product Strategy and Sales Manager to undertake an exciting challenge of promoting and expanding IEA product sales, including publications and data products; identifying new customers and new products; developing and implementing a new sales strategy; and raising the profile, reach and impact of the IEA's data and analysis.

The Product Strategy and Sales Manager will oversee a small and dynamic sales team and report to the IEA's Head of Communications. He/she will interact regularly with colleagues across the IEA and will be expected to support and participate in team-wide initiatives.

The new Product Strategy and Sales Manager would have a demonstrable track record of success in product strategy, sales or marketing, ideally in publishing or information services in the field of energy, as well as a good understanding of the energy sector.

Main Responsibilities**Product Strategy and Sales**

- Assess the impact of the IEA's current sales strategy, develop new products, and identify new areas of revenue growth from IEA products, with a strong focus on energy data, forecasts and modelling;
- Advise the head of communications and senior managers on pricing strategy, market positioning and other related activities for IEA products, including publications, data, and other output;
- Help develop new pricing models for IEA products, including data;
- Assess how IEA outputs/products can be modified, repackaged, or bundled to maximize revenue;
- Identify new products/formats to reach new audiences and help develop new data packages to reflect market needs.

Dissemination

- Conduct regular market analysis of the IEA's competitive position, and assess competitors;
- Identify ways to reach new customers, especially in emerging economies;
- Expand IEA customer relations, develop new sales strategy to existing customers, including cross selling and other marketing incentives;
- Conduct user surveys to identify preferences and impact and suggest changes when needed;
- Work with web and production teams to develop new dissemination tools;
- Develop indicators to measure reach and impact of IEA outputs;
- Maintain contacts with the OECD Public Affaires and Communication directorate, especially on publications, digital, sales and marketing issues.

Customer Service

- Manage customer relations, and expand the operation of the IEA webstore;

- Develop proactive approach to sales by identifying new customers and increasing transactions with existing customers;
- Identify new tools to support interactions with customers.

Management

- Oversee and motivate a multinational and dynamic team to foster professionalism, high standards and innovation in an open and results-oriented working environment;
- Manage day to day processes including staffing, budget and organizational tasks.

Ideal Candidate Profile

Academic Background

- An advanced academic degree in a related field such as sales, marketing or communications or equivalent practical experience.

Professional Background

- Minimum five years' experience in product strategy, marketing and/or sales in publishing or information services, preferably in the energy sector or a related technical field (environment, technology, etc.) or in a public institution or international organization that sells publications or data.
- Professional experience in growing revenues and expanding dissemination with proven results.
- Strong management and organizational skills and a methodical approach; ability to work independently with precision and to report on progress. Team skills and an ability to work as part of a larger group are also essential requirements.
- Very good communication skills; excellent interpersonal skills and ability to take initiative, be innovative and establish positive and productive working relations in a multicultural workplace must be demonstrated.
- Professional experience in moving from traditional paper to digital communication.
- Knowledge of e-commerce and related experience would be helpful.

Languages

- Fluency in one of the two OECD official languages (English and French) and knowledge of the other, with a commitment to reach a good working level.

Core Competencies

- Please refer to the level 3 indicators of the [OECD Core Competencies](#).

Contract Duration

- Two-year fixed term appointment, with the possibility of renewal.

What the OECD offers

- Depending on level of experience, monthly salary starts at either 5,975 EUR or 7,372 EUR, plus allowances based on eligibility, exempt of French income tax.

Please note that the appointment may be made at a lower grade based on the qualifications and professional experience of the selected applicant.

The OECD is an equal opportunity employer and welcomes the applications of all qualified candidates who are nationals of [OECD member countries](#), irrespective of their racial or ethnic origin, opinions or beliefs, gender, sexual orientation, health or disabilities.

The OECD promotes an optimal use of resources in order to improve its efficiency and effectiveness. Staff members are encouraged to actively contribute to this goal.