



## **COUTTS LIBRARY SERVICES JOB DESCRIPTION**

**JOB TITLE: AREA MANAGER ASIA**  
**DEPARTMENT: SALES**  
**REPORTS TO: VICE PRESIDENT, INTERNATIONAL**

*Coutts Information Services seeks candidates for an opening in the Asian market. Successful candidates must demonstrate experience working with or for academic libraries, and be able to document a track-record of positive outcomes to or for the academic library community. Previous experience in selling and/or profiling approval plans is preferable. Fluency in English is required. Fluency in one or more Asian languages, especially Mandarin Chinese, is highly desirable. Area Managers must have excellent written and verbal skills, including the ability to present online demonstrations to groups and individuals. Area Managers must also be able to manage the demands of planning regular trips within the territory, including timely follow-up with prospects and customers, as well as meeting internal reporting requirements.*

*Coutts Information Services is an international provider of printed and electronic books to academic, public, and special libraries with offices in the US, Canada, the United Kingdom, and the Netherlands. We offer firm order services, standing orders, approval plans, and access to tens of thousands of e-books via the company's MyiLibrary platform.*

*If you enjoy challenge and independence, have sales or library experience, and would like to be a part of a growing, successful company in library supply, we encourage you to email your resume with references and salary requirements to: [terra.lovelace@ingrambook.com](mailto:terra.lovelace@ingrambook.com)*

*Coutts offers a competitive compensation package and a bonus commensurate with experience.*

*Coutts is an equal opportunity employer.*