



New Business Development & Account Manager

Full time

Location: New York, Philadelphia, East Coast

About LexisNexis & Cipher:

LexisNexis Intellectual Property Solutions is part of LexisNexis Reed Tech, a division of LexisNexis Legal and Professional. LexisNexis is a leading global provider of legal, regulatory, business information and analytics that help customers increase productivity, improve decision-making and outcomes, and advance the rule of law around the world. We're a part of the stock listed RELX Group, serving customers in more than 160 countries with 10,400 employees worldwide. To learn more, visit us at www.lexisnexisip.com

Having been recently acquired by LexisNexis, Cipher is undergoing an exciting journey with significant career and development opportunities available. We offer a competitive salary and commission structure, along with a comprehensive benefits package. If you are a motivated and experienced sales professional who is passionate about machine learning and the IP industry, we encourage you to apply for this great opportunity.

LexisNexis Intellectual Property aim is to bring clarity to innovation for our customers. Cipher is part of LexisNexis Intellectual Property and enables our customers to unleash the strategic value of patents. We believe that whenever a person works on a patent and understands the future trajectory of a specific technology, that person has the potential to fundamentally change how society operates. Cipher is committed to extracting value from patent data to enable companies and investors to make informed strategic decisions. We recognize the importance of intellectual property as a growing mainstream asset class and the role of patents in providing a window into who is leading technology innovation, where and at what pace. By harnessing the latest advances in machine learning combined with expert analysis, Cipher is disrupting how actionable insight is extracted from patent data. Information can now be accessed with efficiency, accuracy and at a speed that is just not possible by traditional methods. Our overall success is measured by how well we deliver these results.

About the Role

We are seeking a highly motivated B2B sales professional with a minimum of five years of experience in new business development and account management. The ideal candidate will have a proven track record of success in selling software subscriptions, ideally within the IP sector, to senior professionals.

**Responsibilities:**

- Work with Marketing and SDRs to identify potential customers and support in generating new business leads via targeted campaigns and events.
- Provide customized software demos and presentations to potential customers, centred around their unique needs. Able to focus on benefits and insights, instead of features.
- Move a prospect from initial pitch call through to close, often incorporating and project managing an initial trial process.
- Manage all new clients for a minimum of a year, to ensure they are successfully onboarded.
- Develop and maintain strong relationships with existing accounts and ensure customer satisfaction. Work closely with Cipher Solutions and Customer Success Teams to ensure each client is engaged and seeing value.
- Meet and exceed sales targets and quotas.
- Attend industry events and conferences to build industry knowledge and expand professional network.

Requirements:

- Minimum of five years of sales experience, including new business development and account management
- Analytical mind-set
- Experience selling software subscriptions
- Confident in selling to and working with, senior level prospects
- Excellent communication, negotiation, and interpersonal skills
- Proven ability to meet and exceed sales targets
- Strong organizational and time-management skills
- Ability to work independently and as part of a team
- Flexible and solutions minded
- Happy to travel within the US and represent LexisNexis Intellectual Property Solutions/Cipher at events and meetings
- Knowledge of machine learning and its applications in the IP industry is a plus

LexisNexis, a division of RELX Group, is an equal opportunity employer: qualified applicants are considered for and treated during employment without regard to race, color, creed, religion, sex, national origin, citizenship status, disability status, protected veteran status, age, marital status, sexual orientation, gender identity, genetic information, or any other characteristic protected by law. If a qualified



individual with a disability or disabled veteran needs a reasonable accommodation to use or access our online system, that individual should please contact accommodations@relx.com or if you are based in the US, you may also contact us on 1.855.833.5120.

To apply – please send your resume and a covering letter to careers@cipher.ai
