



CU|RI|OS|I|TY, noun;

Sense of time and spirit.
Finds the space that it needs.

For more than 270 years we have found, published and distributed the works of science pioneers at De Gruyter (pronounced: [də 'ɡʁʊɪtɐ]). In 28 disciplines, from A as in Arts, or M as in Material Sciences, to T as in Theology and Religion, we produce relevant publications. From Basel, Berlin, Boston, Munich, Beijing, Warsaw and Vienna we send knowledge into the world. And never stop learning - in our culture of courageous zeitgeist, charming enthusiasm and enjoyable expertise. Do you want to know? Welcome to De Gruyter!

SALES MANAGER CHINA (FMD)

📍 SHANGHAI | ⌚ FULL-TIME EMPLOYEE | 📅 AT THE EARLIEST POSSIBLE DATE

Strategic core of this function is to generate new sales of our print and digital portfolio to customers, academic libraries and consortia within the People's Republic of China through customer contact, market analysis and strategic plan development. In this challenging position you will be reporting directly to the Country Manager China.

Your tasks

- Generate a high level of customer contact on a daily basis through phone, e-mail and face-to-face meetings
- Drive sales activities from inquiry to order placement (prospecting, presenting, trials, and closing), for print and electronic products to consortia as well as key library customers in the territory's market
- Foster new business relations with key accounts on new and acquired electronic products
- Produce sales/business reports according to deadlines
- Successfully negotiate new sales with an understanding of margins is required
- Achieve established sales revenue targets for new business
- Produce accurate and timely reporting and pipeline

Your profile

- Minimum three years of experience in the academic publishing industry within China
- In-depth knowledge and strong relationships with academic libraries
- Aptitude for contract language discussions and negotiations
- Experience with sales of digital journals, eBooks and/or databases is a must
- Experience working closely with the marketing and customer service departments of a foreign company on customer relations and product development
- Driven, and possess results-oriented personality with a track record for success
- Good oral and written communication skills in English, mother-tongue Mandarin
- A demonstrated interpersonal ability in client relations and customer contact
- Ability and willingness to travel intensively

We offer you

- An exciting professional challenge for one of the innovation drivers of the publishing industry
- Extensive benefits for a healthy, balanced life and work
- Time and space for curiosity, learning and development
- Passionate colleagues in diverse teams

Apply now

degruyter.com/career