



De Gruyter is an independent academic publisher that has been publishing excellent research since 1749. It publishes about 1,600 new titles annually in 29 subject areas across the humanities, social sciences, STM, and law, as well as more than 800 subscription and open-access journals and a variety of digital products. It is one of the largest independent open-access book publishers. Headquartered in Berlin and with locations worldwide, the group includes the eight imprints De Gruyter Akademie Forschung, Birkhäuser, De Gruyter Mouton, De Gruyter Oldenbourg, De Gruyter Saur, Düsseldorf University Press, Deutscher Kunstverlag and Jovis Verlag.

📍 UK, Germany, France or Poland    ⌚ Full-time    📅 ab sofort

## SALES MANAGER EMEA (F/M/D)

The main function of this role is to generate new sales of our ejournals e-books and online databases products to library & institutional accounts in the Middle East, Africa and selected other markets in Europe. There is some flexibility around territory allocation depending on the applicants' relevant experience. However, direct sales experience of Middle Eastern markets is desirable. This position is preferably based in the UK, Germany, France or Poland.

### YOUR TASKS

- Drive sales activities from inquiry to order placement for e-products to academic library & consortia
- Manage and motivate local agents
- Foster new business relations with key accounts for all electronic products
- Set territory sales strategy planning to maximize revenue from existing key markets while building sales in less developed ones
- Manage a pipeline of opportunities and leads to identify, engage, and develop relationships
- Generate a high level of customer contact
- Produce sales/business reports according to deadlines
- Keep Salesforce up to date
- Develop compelling sales proposals for electronic products
- Prepare presentations and product demonstrations to help progress opportunities and meet sales targets

### YOUR PROFILE

- Minimum three to six years experience in the academic publishing industry
- In-depth knowledge of and strong relationships with consortiums and academic libraries
- Aptitude for contract language discussions and negotiations
- Knowledge of Open Access business models
- Experience with sales of digital journals, eBooks and/or databases is a must
- Experience in account management within the academic/institutional library sector
- Experience of using CRM systems
- Experience working closely with marketing and customer service departments on customer relations and product development
- A motivated results-oriented personality with a track record for success.
- A can-do problem solving attitude as well as excellent oral and written communication skills
- Ability and desire to travel

### WE OFFER YOU

- An exciting professional challenge for one of the innovation drivers of the publishing industry
- Family-friendly working time models, flexitime and a flexible home office arrangement for a good work-life balance
- A generous vacation entitlement and special leave days
- Extensive benefits and allowances for a healthy, balanced life
- Development budget and opportunities for training and personal development
- Passionate colleagues in diverse, international teams; joint team events and company parties

At De Gruyter, we believe in diversity and are committed to equal employment opportunities for everyone. It is our shared

goal to create a workplace culture centered around inclusion and belonging.

APPLY NOW

**Ute Linden** | Human Resources

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