



De Gruyter publishes first-class scholarship and has done so for more than 270 years. An international, independent publisher headquartered in Berlin -- and with further offices in Boston, Beijing, Basel, Vienna, Warsaw and Munich -- it publishes over 1,300 new book titles each year and more than 900 journals in the humanities, social sciences, medicine, mathematics, engineering, computer sciences, natural sciences, and law. The publishing house also offers a wide range of digital media, including open access journals and books.

📍 Remote 🕒 Full-time 📅 01.04.2023

## SALES MANAGER THE NORDICS & THE NETHERLANDS (F/M/D)

The main function of this role is to generate new sales of our e-journals, e-books and online databases products to library & institutional accounts in Norway, Sweden, Denmark, Finland and The Netherlands. In this permanent position you will report to the Director Sales EMEA.

### YOUR TASKS

- Generate a high level of customer contact by managing and maintaining existing customers and securing new customers
- Manage journal consortia customers including maintaining and growing existing R&P agreements and securing new consortia business
- Drive sales activities from inquiry to order placement for e-products to academic library & consortia
- 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
- Develop compelling sales proposals for electronic products
- Prepare and deliver webinars, presentations and product demonstrations to help progress opportunities and meet sales targets
- Produce sales/business reports according to deadlines
- Liaise with De Gruyter regional marketing to create regional marketing plans
- Maintain CRM system

### 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

### 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
- Business fluent English skills

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

APPLY NOW

Dana Schenk | Human Resources

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