



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.

📍 UK 🕒 Full-time 📅 01.02.2023

SALES MANAGER UK & IRELAND (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 UK and Ireland. This permanent position is based in the UK and reports to the EMEA Sales Director.

YOUR TASKS

- Generate a high level of customer contact by managing and maintaining existing customers and securing new customers
- Maintain existing consortia Journal and eBook agreements and secure new participating institutions
- Drive sales activities from inquiry to order placement for e-products to academic libraries
- Identify national procurement tender opportunities and manage tender submission procedure
- Manage a pipeline of opportunities and leads to identify, engage, and develop relationships
- Develop compelling sales proposals for electronic products
- Prepare and deliver webinars and presentations 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

YOUR PROFILE

- Minimum three to six years experience in the academic publishing industry
- In-depth knowledge of and strong relationships with consortium and academic libraries
- Aptitude for contract language discussions and negotiations
- Knowledge of Journal Open Access business models including transformational agreements.
- 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

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

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

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