



De Gruyter Brill is a global leader in scholarly publishing in the humanities and beyond. Combining a rich heritage dating back to 1683 with a forward-looking mindset, our mission is to publish and curate indispensable research that breaks boundaries, builds new bonds, and shapes a better future. Join our diverse and passionate team of over 600 colleagues around the world – and help us shape the future of scholarly communications.

For more information, visit [degruyterbrill.com](https://degruyterbrill.com).

# Senior Sales Manager

**Remote | Full-Time | June 23, 2026**

We are seeking an experienced and strategic Senior Sales Manager to drive revenue growth across North America, with a strong focus on expanding business through Ingram and other key distribution partners. This role will be responsible for developing and strengthening relationships with major academic vendors, including Ingram Wholesale, Clarivate (Rialto), EBSCO (Mosaic), Follett, and Midwest Library Service, while also building and growing partnerships with key trade accounts such as Barnes & Noble, Indigo, Hudson's, and Books-A-Million. The ideal candidate will bring strong publishing industry experience, relationship management expertise, and a proven ability to identify growth opportunities across academic and trade sales channels.

## Your tasks

- Regular meetings with KAMs, understand challenges and opportunities and grow the business
- Starting with the Business management list, work with editorial to understand the list and identify new trade channels and customers
- Monitor and track NAM sales through IQ
- Work closely with Ingram Publisher Services and build strong working relationships with key people
- Work with Ingram and DGB finance to optimize and automate revenue

## Your profile

- Undergraduate Degree
- 10 years' experience in senior sales role in North America
- Active contacts at North American Key Account
- Experience of Remote working
- Ability to build sales plans and develop working schedule
- Ability to manage all aspects of the role with limited support
- Thorough understanding of the MS Office suite
- Comfortable with spreadsheets

reporting and trading

- Work with editorial and Princeton Selling Group to plan and deliver effective textbook promotion for our STEM publishing
- Report monthly/quarterly to Director qualitatively on profile of the NAM Market.

## Travel Requirements

- Twice a year to Europe
  - Annual attendance at Frankfurt Buchmesse (and CST Meeting)
  - Annual attendance at one other Channel Sales Team Meeting
- Travel 1-2 times to DGB Inc. (Boston)
- Travel where necessary to visit customers (It is understood that teleconferencing has become the standard medium through which customer meetings are effected)

## We offer you

- An exciting professional challenge for one of the innovation drivers of the publishing industry
- Family-friendly working time models, flexitime, and flexible home office arrangements to support a healthy work-life balance, alongside a substantial vacation allowance and additional 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
  
- Salary \$90,000 - \$110,000

At De Gruyter Brill, we are dedicated to diversity, equal opportunity, and building an inclusive culture where everyone belongs. We believe in individual potential, so please apply even if you don't meet every requirement—passion and a willingness to learn matter as much as qualifications. We look forward to hearing from you!

**Vontavia Smith**  
**People + Culture**  
**857-303-0165**

[Apply Now!](#)

