



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.

📍 Boston, MA or US Remote ⌚ Full-time 📅 20.12.2022

SALES MANAGER (F/M/D)

The strategic core of this function is to grow digital sales to academic libraries and consortia within the designated territory through market analysis, strategic plan development and direct customer contact. Exceptional growth of De Gruyter and partner press content has become an annual norm and we are seeking a professional to help us take the business to an even higher level. This position reports directly to the Americas Sales Director.

YOUR TASKS

- Achieve established sales revenue targets for new business
- Further develop existing and foster new relationships with all territory accounts and consortia
- Provide individualized representation for applicable De Gruyter and partner products
- Proactively generate a high level of contact via customer meetings, e-mail and phone
- Strategically drive activity throughout entire sales lifecycle
- Produce sales/business reports and analyses according to deadlines
- Manage and document all progress through company CRM
- Provide sales support for the Americas Sales Director as well as personal clients
- Proven experience utilizing statistical analysis

YOUR PROFILE

- 3-5 years' relevant experience with sales of journals, eBooks and/or databases
- A motivated, entrepreneurial, results-oriented personality with drive for success
- A can-do problem-solving attitude
- Excellent oral, written and analytical skills
- A demonstrated interpersonal ability in client relations and customer contact
- Ability to travel as needed

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

Vontavia Smith | Human Resources
Phone: 857-303-0165

