



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.

Senior Sales Manager DACH (f/m/d)

Berlin| Full Time | February 9, 2026

The Senior Sales Manager will develop and execute comprehensive sales strategies to drive revenue growth and expand De Gruyter Brill's Academic market presence in DACH. They will assist with motivating and supporting a high-performing sales team to consistently achieve and exceed targets while strengthening existing relationships and cultivating new partnerships across all territory accounts and consortia to maximize business opportunities and long-term success.

Your tasks

- Meet and/or exceed established regional growth targets for prestigious De Gruyter Brill electronic products
- Proactively generate a high level of contact via customer meetings, e-mail and phone. Provide individualized representation for all applicable electronic De Gruyter Brill products
- Conduct regular coaching activities and provide constructive feedback. Produce sales/business reports and analyses according to deadlines
- Monitor and analyze sales metrics and performance data to identify areas

Your profile

- 8-10 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
- Experience in Publishing is highly desirable.
- Demonstrated success in managing large accounts or key client relationships.

for improvement and optimize sales processes.

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

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!

