



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).

# Regional Sales Manager

## West India | Full-Time | January 19, 2025

De Gruyter Brill is a world-renowned academic publisher with over 270 years of experience delivering high-quality scholarly content. We partner with institutions across the world to advance research and support knowledge creation through journals, eBooks, databases, and digital academic solutions. We are looking for a dynamic and experienced Regional Sales Manager to drive growth across West India. This is a high-impact role focused on strengthening institutional engagement, building deep relationships with universities and colleges, and leading strategic sales initiatives.

The ideal candidate will be proactive, highly proficient in visiting and engaging with higher education institutions and experienced in solution-based selling within the education or academic publishing ecosystem. If you are passionate about generating revenue, expanding market presence, and working closely with academic stakeholders, this is the perfect opportunity for you.

### Your tasks

- Develop and implement strategic sales plans to achieve revenue targets and expand market penetration in West India.
- Conduct extensive field visits to universities, colleges, and research institutions to promote products and understand customer needs.
- Build, nurture, and manage long-term relationships with key decision-makers

### Your profile

- 5–8 years of relevant experience in Sales, Key Account Management, or Business Development within Education, EdTech, or Academic Publishing.
- Strong proficiency and willingness to travel frequently to academic institutions across West India.
- Proven experience in solution selling with consultative, relationship-driven sales techniques.

- Vice Chancellors, Librarians, HODs, and Research Heads.
- Capture institutional requirements and deliver tailored, consultative pitches for digital products, journals, and academic content solutions.
- Identify emerging opportunities, market trends, and competitive developments in the education and publishing landscape.
- Maintain strong oversight of the sales pipeline, forecasts, and performance metrics to ensure consistent growth.
- Represent De Gruyter Brill at academic conferences, library meets, exhibitions, and industry events across West India.
- Collaborate with internal teams including marketing, operations, and product teams to ensure seamless execution of sales strategies.
- Conduct periodic business reviews, gather customer feedback, and adapt strategies to dynamic market needs.
- Strong understanding of the West India education market, including universities, state institutions, and private higher-ed networks.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently with minimal supervision in a fast-paced environment.
- Ethical, compliant, and committed to delivering business with integrity.
- Familiarity with CRM platforms and Microsoft Office tools.
- MBA or equivalent qualification preferred.

Salary: 2,100,000 - 2,161,892.54 INR annually including bonus

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!](#)

