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***.

Sales Manager, Midwest

Remote, US Midwest | Full Time | 1/18/2027

De Gruyter Brill is looking for an experienced Sales Manager to retain substantial existing business and deliver growth across the US Midwest academic market. Reporting to the Sales Director, Americas, you will strengthen existing relationships and cultivate new partnerships across all territory accounts: research universities, liberal arts and regional institutions, research institutes, and the state and regional library consortia that serve them. You will be based in the region and work closely with colleagues across the Americas team, Sales Operations, and DGB Management.

Your tasks

- Achieve and exceed revenue and growth targets for De Gruyter Brill electronic products (ebooks, databases and open access offerings) across the Midwest.
- Maintain regular, high-touch contact with key accounts and nurture prospective accounts through campus visits, in-person meetings and virtual meetings.
- Prepare, present, and negotiate sales proposals, quotes, and license agreements.
- Renew and grow consortium agreements with the region's library consortia and buying groups

Your profile

- Experience
  - 5+ years of experience selling ebooks (EBA/evidence-based acquisition, ebook collections and bulk sales) and online resources to US academic libraries.
  - Demonstrated success managing key institutional accounts and growing a multi-state territory.
  - Working knowledge of US higher-education procurement, including RFPs, state contracting requirements, and consortium licensing.

- Identify and respond to procurement opportunities, including RFPs, state contracts, and sole-source documentation.
- Use COUNTER usage data, title-list gap analyses, and EBA performance to build renewal cases and uncover new opportunities.
- Partner with regional marketing on tailored campaigns, and with Sales Operations on quotes, renewals, access setup, and reporting.
- Manage the sales pipeline, accounts, contacts, and forecasts in Salesforce.
- Represent De Gruyter Brill at regional and national library conferences and consortium meetings.

    - Experience documenting every stage of the sales cycle in a CRM such as Salesforce, with regular sales reporting, forecasting, and analysis of sales data to track market developments.

- Market knowledge
    - Up to date on developments affecting US universities and libraries: state higher-education funding, federal public access and open access policy, and library budget trends.
    - Familiar with the library tools behind access and assessment, such as COUNTER reports, KBART title lists and link resolvers.
    - An affinity with one or more of our publishing areas is highly desirable.

- How you work
    - Consultative sales approach; comfortable using gap analyses and usage data to identify opportunities.
    - Balances retention and renewals with pursuing new business to drive growth.
    - Self-motivated, entrepreneurial, and results-oriented, with a positive attitude.
    - Plans and executes a territory strategy, adapts to new developments, and keeps an eye on details in license terms and data.
    - Resilient, collegial, and organized under pressure and deadlines; able to prioritize.
    - Works productively from a home office and builds a support

network across a global company.
- Excellent written and verbal communication; delivers clear, compelling presentations.
- At ease with librarians at every level, including deans and directors, as well as faculty.
- Strong AI, Excel, Word, and PowerPoint skills.
- Willing and able to travel regularly within the region, including campus visits and conferences (approximately 25% travel).

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: $80,000 - $90,000 plus commission

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!