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 UK & Ireland (f/m/d)

UK| Full Time | March 1, 2026

De Gruyter Brill is looking for an experienced Sales Manager to retain substantial existing business and deliver growth in the UK and Ireland academic markets. They will strengthen existing relationships and cultivate new partnerships across all territory accounts - primarily universities and research institutes as well as regional / national consortia - to maximize business opportunities and long-term success.

Your tasks

- Achieve and exceed growth targets for De Gruyter Brill electronic products (ebooks, journals and online resources) in the UK and Ireland.
- Maintain a high level of regular contact with key accounts and nurture prospective accounts via in-person customer meetings and email / online meetings.
- Prepare and negotiate sales proposals.
- Renew and grow existing consortia agreements with libraries. Identify and participate in procurement opportunities.
- Manage the sales pipeline, accounts, and contacts in the company's CRM system.

Your profile

- 5 years + relevant experience with the sale of ebooks (EBAs, ebook collections and bulk ebook sales) and online resources.
- Proven experience negotiating and developing journal agreements (Read & Publish / Transformative agreements) at a consortium level.
- Demonstrated success managing key institutional accounts.
- Consultative sales approach. Familiar with gap analyses to identify sales opportunities.
- Able to balance the needs of customer retention and renewals with identifying and pursuing new sales opportunities to drive growth.

- Liaise with regional marketing to create tailored campaigns designed to deliver growth.
- Work in partnership with Sales Operations.

- Up to date with developments with universities, HE policymakers and funding agencies in the UK and Ireland, as well as the academic publishing industry.
- Familiar with procurement and tender requirements.
- A self-motivated, entrepreneurial, results-oriented personality with a drive for success and a positive attitude.
- Clarity of thought to plan and execute sales strategy, and flexible enough to adapt to new developments and focus on goals. Maintains an overall perspective as well as an eye for detail in legal documents and data.
- Resilient and capable of remaining calm, collegial and organized under pressure and working to deadlines. Able to prioritize. Comfortable working productively from home and building a support network within the company.
- Excellent communication skills, both written and oral. Capable of delivering clear, compelling sales presentations. At ease with librarians of all levels, as well as academics. Affinity with one or more of our areas of publication would be highly desirable.
- Familiar with regular sales reporting and analysis of sales data to track market developments.
- Experience documenting all stages of the sales cycle in CRM systems, such as Salesforce.
- Good Excel, Word and powerpoint skills.
- Willing and able to travel in the market, including campus visits and conferences.

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!