



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

Berlin | Full Time | November 10, 2025

The Senior Sales Manager will develop and execute comprehensive sales strategies to drive revenue growth and expand market presence. They will lead, motivate, and support 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

- Proactively generate a high level of contact via customer meetings, e-mail and phone
- Provide individualized representation for applicable De Gruyter Brill and partner products
- Conduct regular performance reviews and provide constructive feedback and coaching.
- Produce sales/business reports and analyses according to deadlines
- Monitor and analyze sales metrics and performance data to identify areas for improvement and optimize sales processes.
- Address and resolve complex client issues and concerns in a timely

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.

manner

- Manage and document all progress through company CRM
- Provide sales support for the Americas Sales Director as well as personal clients
- Ability to work in a fast-paced and dynamic environment.
- Ability to collaborate, communicate and cooperate with other departments and teams.

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!

