



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).

Account Manager for Publisher Relations

Remote | Full-Time | August 18, 2025

The strategic core of this role is to manage relationships with distributed partner presses through reporting on sales and royalties, providing a direct contact point, and working with the Director to represent these publishers internally and externally as necessary. This role will have a specific set of partners to work with, in coordination with the Director. The goal of this role is to expand our direct publisher relations work. This is a full-time position that would ideally be based in the U.S. but can be remote or be based at our Boston office.

Your tasks

- Coordinate with the Paradigm Distribution Operations team as needed for integrations of new publishers and regular account maintenance.
- Assist in further developing existing and fostering new relationships with assigned list of publisher partners. Provide individualized representation for the partners internally to other departments
- Assist in proactively generating a high level of contact via quarterly meetings, e-mail and phone

Your profile

- Undergraduate degree in any field, though humanities or business is preferred
- Strong excel experience is preferred
- A Master's degree is preferred but not required
- Experience with academic publishing industry is preferred.
- A detail-oriented approach to work
- Strong organizational ability
- The ability to be adaptable as the organization grows.
- A motivated, entrepreneurial, results-oriented personality with drive for

- Assist the Director with coordination on marketing for the presses with our internal marketing and sales teams.
 - Becoming the main point of contact for a press, and then coordinate as needed internally with the appropriate team for the press needs
 - Produce sales/business reports and analyses according to deadlines (this will include royalty reports, regular sales dashboards, usage reports as well as other reporting as necessary)
 - Assist in communication to the presses about their usage.
 - Assisting with other account management tasks and needs as required.
- success
 - A can-do problem-solving attitude
 - Excellent oral, written, and analytical skills
 - A demonstrated interpersonal ability in client relations
 - Ability to travel as needed

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!](#)

