



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).

Senior Sales Manager - DACH (m/w/d)

Berlin | Full - Time | as soon as possible

The Senior Sales Manager is responsible for developing and executing sales strategies that drive revenue growth, strengthen customer relationships, and support market expansion. This role builds and maintains strategic partnerships with territory accounts and consortia while serving as a trusted advisor to customers. As a senior member of the team, the role also provides guidance and mentorship to colleagues, fostering collaboration, knowledge sharing, and continuous development across the sales organization.

Your tasks

- Proactively generate a high level of customer contact via customer meetings, e-mail and phone.
- Provide individualized representation for applicable De Gruyter Brill products.
- Where appropriate, provide constructive feedback to colleagues in support of continuous improvement.
- 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.

Your profile

- 5+ years of relevant experience with sales of journals, eBooks and/or databases.
- Proven ability to close new business and successfully conclude complex negotiations.
- 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.

- Address and resolve complex client issues and concerns in a timely manner.
- Manage and document all progress through company CRM.
- Provide strategic support to the DACH Sales Director in the execution of regional sales initiatives and business objectives.
- Regularly travel to conferences and customers as needed.
- Demonstrated success in managing large accounts or key client relationships.
- Ability to work in a fast-paced and dynamic environment.

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!](#)

