



De Gruyter publishes first-class scholarship and has done so for more than 270 years. An international, independent publisher headquartered in Berlin -- and with further offices in Boston, Beijing, Basel, Vienna, Warsaw and Munich -- it publishes over 1,300 new book titles each year and more than 900 journals in the humanities, social sciences, medicine, mathematics, engineering, computer sciences, natural sciences, and law. The publishing house also offers a wide range of digital media, including open access journals and books.

📍 Boston, MA or US Remote 🕒 Full-time 📅 20.12.2022

SALES MANAGER (F/M/D)

The strategic core of this function is to grow digital sales to academic libraries and consortia within the designated territory through market analysis, strategic plan development and direct customer contact. Exceptional growth of De Gruyter and partner press content has become an annual norm and we are seeking a professional to help us take the business to an even higher level. This position reports directly to the Americas Sales Director.

YOUR TASKS

- Achieve established sales revenue targets for new business
- Further develop existing and foster new relationships with all territory accounts and consortia
- Provide individualized representation for applicable De Gruyter and partner products
- Proactively generate a high level of contact via customer meetings, e-mail and phone
- Strategically drive activity throughout entire sales lifecycle
- Produce sales/business reports and analyses according to deadlines
- Manage and document all progress through company CRM
- Provide sales support for the Americas Sales Director as well as personal clients
- Proven experience utilizing statistical analysis

YOUR PROFILE

- 3-5 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
- Ability to travel as needed

WE OFFER YOU

- An exciting professional challenge for one of the innovation drivers of the publishing industry
- Extensive benefits for a healthy, balanced life and work
- Time and space for curiosity, learning and development
- Passionate colleagues in diverse teams

At De Gruyter, we believe in diversity and are committed to equal employment opportunities for everyone. It is our shared goal to create a workplace culture centered around inclusion and belonging.

APPLY NOW

