

Colombia Jobs Expertini®

Director of Business Development

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Company: De Gruyter

Location: Medellín

Category: other-general

YOUR TASKS

Researching and analyzing market trends to identify new opportunities within the professional book sector.

Acquiring high-quality, relevant content that aligns with our publishing goals and market demands.

Collaborating effectively with authors and internal teams to facilitate the entire publishing process including production, promotion, sales, and distribution

Recruiting and securing contracts with professional book publishers to sell their content on the Sciendo platform

Training and working with sales and marketing teams to maximize revenue in the institutional channel

Overseeing the development and execution of strategic business plans to drive growth and profitability in the professional book market.

YOUR PROFILE

Minimum 5 years of experience in *both* sales and acquisitions in the publishing industry

Ability to sign and publish approximately 40-50 titles (annually) within projected revenue and profit guidelines

Knowledge of professional publishing audience, markets, sales channels, and competition

A motivated, self-starter, results-oriented personality

Strong interpersonal skills for successful interaction and contract negotiation with authors and publishers

Ability to manage, train, and support team members

Ability to travel (10%) and to work from a home office

Excellent knowledge of MS Office, publishing software and platforms, terminology

WE OFFER YOU

Management level position with commensurate salary and benefits

Work with an international team

Innovative and technology-rich industry

Remote work

Please send your salary expectations, CV, and cover letter summarizing how your sales experience in the academic publishing industry can be applied to the role, to

Vontavia Smith |

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