

Sales and Marketing Executive Maternity Cover (6 months)

EMS Press is a Berlin-based mathematics publisher, owned by the European Mathematical Society. Our program includes 20 journals, 15 new books per year and a backlist of 200 books. We are expanding our role as a community publisher with innovative publishing products and services.

We are looking for a motivated and well-organised sales and marketing executive to cover maternity leave for 5 months, on a part-time basis (20h+ p/w). Reporting to the CEO, you will be responsible for selling and renewing subscription-based products to academic institutions and libraries internationally. Working closely with a network of regional agents, you will be responsible for achieving sales targets, developing a robust pipeline and promoting the organisation's Subscribe To Open business model to customers.

Role description

- Coordinate with in-territory agents on sales of journal and book products
- Identify key opportunities for direct sales and upsell within existing clientbase
- Full sales cycle management (prospecting, qualifying leads etc)
- Maintain sales and account management pipelines in Salesforce
- Forecast and report on sales each month
- International travel (subject to event status) for sales
- Weekly check-in meeting with CEO and sales support
- Social media feed coverage and maintenance
- Identify marketing materials needed to support sales activities

Requirements

- Scholarly publishing sales experience to library markets
- Experience with Salesforce
- Fluent English
- Team work, communication, and networking skills
- Comfortable working independently and with video conferencing tools
- Available to travel where possible

What we offer

- 20h+ part-time position, starting 1st July 2020 until 31st December 2020
- Competitive salary depending on location and experience (enquire for salary range)

- Flexible working hours (core hours 10:00-15:00 CET)
- Small and dynamic international team
- Office at TU Berlin and/or remote work
- 30 days of annual leave (pro-rata, plus public holidays)
- Work with modern tools for project management and communication

Please send your CV to André Gaul (gaul@ems.press) before 31st May 2020, 18:00 CET.

