To support Karger’s activities in China, we are currently seeking talented and highly motivated individuals with a strong team spirit, initiative and the desire to work in publishing who would like to join our increasingly agile organization as part of the Karger China team. We are looking for a person to join our dynamic team as a

**Karger Representative and Regional Business Development Manager in China (100%)**

Karger China, a regional office of S. Karger, Switzerland, aims to build communities and markets. Here we forge and maintain relationships with local scientists, physicians, academic and research institutions, societies, industry, subscription and MedComm agents to fulfill their information requirements and publishing needs in the context of the Karger PACS (Publish, Access, Curate, Service) portfolio.

**This multifaceted role includes:**
- Maintaining and developing close cooperation with booksellers, agents, Medcom agents, publishers and other business partners; maintaining and developing customer contact with libraries, hospitals, consortia (DRAA, other clusters), pharmaceutical companies, medical and scientific societies, individuals at library association meetings and medical congresses through indoor and outdoor sales
- Handling and expansion of on-going S. Karger business and maintenance of customers (mainly libraries, booksellers, medical societies, pharmaceutical companies, individuals) and editorial contacts in the context of the Karger sic! Strategy
- Handling editorial arrangements for S. Karger in China in co-operation

**Qualification and experience required:**
- College degree
- Experience in STM publishing industry and knowledge of local market requirements
- Proficient in Mandarin and English, spoken and written
- Minimum 5 years experience in B2B environment
- Excellent IT knowledge (Microsoft Office / 365, Salesforce.com)
- Professional multi-tasker with an entrepreneurial spirit
- Strong commercial and business acumen, and can work well under pressure to meet deadlines and deliver KPI's
- Excellent written communication skills, and strong presentation skills
- Willingness to travel extensively in China

**What we offer:**
- A work environment where personal development and responsibility are highly valued
- Considerate and collaborative team dynamics
- Flexible working hours, flexible holiday planning

If you would like to take on the challenge this role presents, we look forward to receiving your application directly at r.chew@karger.com (Raymond Chew, Lead Regional Office Malaysia).

**About us:**
Karger Publishers is a worldwide publisher of scientific and medical content based in Basel, Switzerland. It is independent and family-led in the fourth generation by Chairwoman and Publisher Gabriella Karger. Connecting and advancing health sciences since 1890, Karger has been continuously evolving, keeping pace with the current developments and shifts in research and publishing. The publishing house is dedicated to serving the information needs of the scientific community, clinicians and patients with publications of high-quality content and services in health sciences. Karger Publishers has 240 employees and is present in 15 countries around the globe.