To support Karger’s activities in the US, we are seeking a talented and highly motivated individual. The ideal candidate will have strong team spirit, initiative, and the desire to work in publishing to join our increasingly agile US organization. We are looking for a person to join our dynamic team as an

Industry Sales Manager – North America (100%)

Karger USA, a regional office of S. Karger, Switzerland, endeavors to build communities and markets in North America. We develop and maintain relationships with scientists, physicians, academic and research institutions, societies, industry, subscription and MedComm agents to fulfill information requirements and publishing needs in the context of the Karger PACS (Publish, Access, Curate, Service) portfolio.

This multifaceted role includes:
- Adaptation and implementation of a strategy for the local market within the framework of Karger’s strategic and PACS (Publishing Access Curation Services) offerings in close co-operation with Karger North America and Karger Basel
- Effective planning for the growth of existing business and the development of new business
- Research, identify and assess contacts within the Pharma and Bio-Tech industries
- Identify, activate and maintain relevant stakeholder relationships throughout the market
- Plan and maintain an efficient travel schedule for site visits; 50% of working month should be spent visiting customers nationwide (US and Canada)
- Participate in industry and researcher events and conferences
- Formulate strategy for growing CPM (Clinical and Patient Markets) business based on Explorative, Growth and Focus opportunities
- Work with RSI (Research, Societies and Industries) and ISS (Industry and Society Services) to develop customer-centric PACS offerings to benefit research and development workflows
- Create publishing/editorial opportunities across North America in the context of Karger’s portfolio
- Drive awareness and generate financial support opportunities for Karger publications (advertising, sponsorship and supplement issues), while driving article submissions growth through local Call for Paper activities with Industry Researchers

Qualification and experience required:
- College degree
- Miller Heiman (or similar) training/experience seen as a benefit
- Publishing/Medical industry sales experience a plus
- minimum 5 years experience in B2B environment
- Excellent IT knowledge (Microsoft Office/365, Salesforce etc.)
- Professional multi-tasker with an entrepreneurial spirit
- Ability to work well under pressure to meet deadlines and deliver KPI’s
- Excellent written communication skills and strong presentation skills

What we offer:
- A work environment where personal development and responsibility are highly valued
- Considerate and collaborative team dynamics

If you would like to take on the challenge this role presents, we look forward to receiving your application, including salary requirements, directly at a.gibson@karger.com (Amy Gibson, Lead Regional Office Karger USA).

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 worldwide.