To support Karger’s activities in India, 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 in our India office. We are looking for a person to join our dynamic team as a

**Business Development Manager – West and Central India (100%)**

The Business Development Manager is responsible for planning and attaining company goals and objectives for Maharashtra, Gujarat, Madhya Pradesh, Goa and Chattisgarh. Reporting to the Country Manager – India, this challenging role offers an opportunity for an individual with exceptional sales and business development skills to help build the external client base in context to Karger Sic! Strategy.

Karger India, 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:**

- Adaptation and implementation of a strategy for the local market in the context of the strategic framework of Karger’s Sic! Strategy and Karger PACS offerings in close co-operation with Karger India and Karger Basel
- Effective planning for the growth of existing business and the development of new business
- Research, identify and assess contacts across the existing portfolio of customers, and future customers based on Industry, Sector, Gov’t, Research and Academia personas as defined within the Karger Sic! strategy
- Identify, activate and maintain relevant stakeholder relationships from across the defined territories
- Plan and maintain an efficient travel schedule for site visits; 50% of working month should be spent visiting customers across the defined territory
- Arrange and Participate in academia, government, industry and researcher events, user awareness and training and conferences in the defined territory, as well as supporting your colleagues at similar events within their territories when required

- Formulate strategy for growing CPM (Clinical Patient Market) business based on Explorative, Growth and Focus opportunities
- Work with RSI Research Societies and Industry and ISS Industry Society Services to develop customer-centric PACS offerings to benefit research and development workflows
- Explore and create publishing / editorial opportunities within your defined India Territory in the context of growing Karger’s local portfolio and partnerships

**Qualification and experience required:**

- College degree
- Publishing/Medical industry sales experience is desirable
- minimum 5 years experience in B2B environment
- Language skills – English: very good, both written and spoken (additional languages a plus)
- Excellent IT knowledge (Microsoft Office / 365, Salesforce.com, Handling of digital academic platforms)
• Professional multi-tasker with an entrepreneurial spirit ability to work as a team.
• 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

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 s.chanda@karger.com (Souman Chanda, Lead Regional Office India).

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.