

To support Karger's department "Academic & Research Markets" (based in Basel, Switzerland), we are currently seeking a talented and highly motivated individual with a strong team spirit, initiative, and the desire to work in an agile publishing company with new, innovative services that cover the needs throughout the whole research cycle. We are looking for a person to join our dynamic team as an:

## International Key Account Manager Academic & Research Institutions (100%)

The department "Academic & Research Markets" is responsible for the care and support of key customers in the academic market, namely universities, research institutes, hospitals with research facilities, and academic consortia. Our focus lies on fulfilling their information requirements and publishing needs in the context of the Karger PACS (Publish, Access, Curate, Service) portfolio.

### **This multifaceted role requires:**

- Developing the global market for Karger Products and Services (besides the traditional business of selling content, Karger is enhancing its portfolio with new services (PACS), e.g. partner publications, education services, etc.)
- Providing customer service in coordination with the Manager ARI
- Traveling on business (customer visits, attending events and library conferences)
- Delivering presentations and workshops
- Providing feedback from the markets on products and services and possibly product adaptation for specific markets
- Designing projects based on customer requirements and developing new products and services

### **Qualification and experience required:**

- Very good English and German language skills (written, spoken)
- Willingness to travel on business (up to 100 days per year)
- Experience in sales or publishing in the STM market, preferably in medical or scientific publishing
- Degree in Business Studies or similar training and/or strong academic background
- Good IT skills (Word, Excel, PowerPoint)
- Outgoing, team player, organized, flexible, communicative with good presentation skills
- Experience in international/inter-cultural exchange
- Self-reliant with an ability to work proactively and take the initiative

### **What we offer:**

- Work environment where personal development and responsibility are highly valued
- Respectful 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 [humanresources@karger.com](mailto:humanresources@karger.com).

### **About us:**

Karger Publishers is a worldwide publisher of scientific and medical content based in Basel, Switzerland. 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.