Champion Open Access: Build support for our collection of Diamond Open Access Journals

About Pluto Journals:

Pluto Journals (www.plutojournals.com) is an independent social science publisher committed to Diamond Open Access. We publish 20 peer-reviewed scholarly journals covering key contemporary issues, ranging from Arab and Islamic studies and post-colonialism to political economy and labour rights. We publish titles from across the world and focus on amplifying insights from the Global South.

Pluto Journals ensures accessibility to all its titles through Diamond Open Access, granting free and unrestricted access to readers, authors, and their affiliated institutions worldwide. To sustain Diamond Open Access, and keep our collection free to all, we rely on partnerships with libraries and consortia who share our values.

Your Role:

As our Academic Library Relationship Manager, you'll play a pivotal role in building strong partnerships with libraries and consortia worldwide. This includes institutions in the UK, USA, the EU and beyond. You'll champion the principles of Open Access, secure financial support, and establish meaningful collaborations with both individual libraries and library consortia.

Responsibilities

- Engage in direct outreach with potential and existing library and Consortia supporters.
- Work with the small Pluto Journals team to set annual sales goals.
- Monitor market/industry intelligence and provide recommendations to Pluto Journals regarding emerging opportunities for Open Access in the UK, EU, USA and beyond.
- Develop a sales strategy and messaging around Pluto Journal’s core values.
- Support new and existing customers and respond to customer inquiries.
- Focus on customer retention by leveraging renewals through existing account upgrades, campaigns or leads.
- Represent Pluto Journals at library forums and conferences.
- Work with the team to develop any marketing materials.

The job will require the following characteristics

- A good understanding of the academic Library marketplace and how it is developing from an Open Access perspective.
- Experience of working with Libraries and consortia in at least one country and possibly more.
- A thorough commitment to Diamond Open Access as the future of scholarly Journal publishing.
- An entrepreneurial frame of mind.

- Experience of analysing and presenting data to present a persuasive case.
- Strong, effective and diverse communication skills, both verbally and digitally.

Employment Conditions

- Pluto Journals is an equal opportunities employer, which does not discriminate on the grounds of sex, gender, sexual orientation, ethnic or cultural identity, national origins.
- The salary for this role is £45,000 pro rata.
- This position offers a flexible, home-based arrangement, initially requiring 2-3 days per week.

How to Apply

Please send a motivation letter and your CV to **rogervz@plutojournals.com** by the 3rd of March 2024.

Shortlisted candidates will be interviewed online by Pluto Journals in March 2023.

The successful candidate would start work as soon as possible.