

Contact

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(Other)

Top Skills

Publishing

Publications

Online Publishing

Languages

French (Limited Working)

English (Native or Bilingual)

German (Limited Working)

Dutch (Full Professional)

Certifications

RELX Emerging Leader Program



Deirdre Dunne

Executive Publisher - Chemical & Environmental Engineering at Elsevier

Amsterdam, North Holland, Netherlands

Summary

Experienced Publisher with a demonstrated history of working in the information services industry. Result-driven and an effective team player, leading business development through relationships with internal and external stakeholders.

Specialties: Strong relationship management and negotiation, strategic planning and acquisition, product development and management.

Experience

Elsevier

21 years 5 months

Executive Publisher - Chemical & Environmental Engineering

May 2019 - Present (5 years 1 month)

Amsterdam Area, Netherlands

Overall responsibility for the Chemical & Environmental Engineering publication program:

- Strategic Portfolio Planning Development and Execution (including start-ups and new business development, contract negotiation, editorial relationship management, budgeting, marketing & finance)
- Growth & maintenance of extensive international market network (conferences attendance, client presentations & meetings, university visits)

Senior Publisher - Environmental Science & Health at Elsevier

May 2013 - May 2019 (6 years 1 month)

Amsterdam Area, Netherlands

Managing strategy, business/content development, financial growth, innovation, publishing partnerships and acquisition for the Environmental Science & Health journal portfolio.

Key Result Areas:

- New Business development
- Long term strategic planning
- International network development
- Publications acquisition, transition & launch
- Product/Project Management
- P & L accountability
- Change Management
- Content development & innovation
- Analytics & performance metrics

Publisher - Geography, Planning & Development

January 2011 - April 2013 (2 years 4 months)

Amsterdam, The Netherlands

Management of 19 Geography, Planning and Development titles within the Social Sciences group. Main areas of responsibility: Portfolio/product management, Acquisitions, contracts, product & business development, Communication, PR & Relations Network.

International Sales Manager - Life Sciences

January 2008 - January 2011 (3 years 1 month)

Responsible for commercial sales of Elsevier's Science & Technology publications to Global Pharmaceutical and Biotechnology industry, Medical Communications Agencies, Scientific Research Institutes, Medical and Scientific Societies and Professional Conference Organisers.

- Identification and publication of research material of relevance to and sponsored by industry (e.g. the development of new technologies, launch of a new drug or developments in medical instrumentation)
- Customized corporate online marketing solution: branded (educational) webinars/podcasts, customized mini websites, targeted advertising solutions.

Content Development Manager - Life Sciences

January 2003 - December 2007 (5 years)

Responsible for acquiring, developing and publishing commercially attractive Immunology and Vaccinology special issue titles, both print and electronic within the Life Sciences publishing unit.

Key areas of responsibility:

- Building and maintaining an in-depth understanding of the market & a network of high quality author prospects

- Creating an approved publication strategy supporting journal Publishing activities
- Develop proposals for new and revised projects, guide the project through the review and approval process, negotiate contracts with authors, and guide the development and on-time publication of the project.

Education

University of Limerick

BA, European Studies · (1998 - 2002)

Wilson's Hospital

· (June 1998)