

# Book's Face



**Carine Lecomte is 48, she's married and her 2 children are aged 17 and 12. Having a jurist background, she also holds a degree in business administration. In 1990 she joined Wolters Kluwer Belgium, after a brief stay at the Belgian Ministry of Justice. Working at Wolters Kluwer has given her the opportunity to develop her skills in several fields: marketing – sales – publishing. Member of the scientific and digital committees at the ADEB (Association of Belgian Publishers) she is also administrator for Copiebel (Belgian Publishers' society for tax collection and compensation/ reprography and lending right). Currently, she holds the position of publishing director at Wolters Kluwer's Legal & Regulatory department.**

## **1. Can you please describe your job in 100 words?**

As Publishing Director, with the help of a team of over 60 editors and publishers, I manage Kluwer Belgium's portfolio of legal publications in both its online and paper versions. Authors play a crucial role in this respect. If they did not exist, nothing would be published.

My position gives me the possibility of unearthing new talented writers and establishing a relationship of trust with our authors, who are all experts in their area of specialisation.

My team and I pull out all the stops to help our authors as much as possible.

We also think about new editorial concepts and projects, which are more and more digitally

oriented (online databases, e-books, apps, tailor-made electronic projects), in order to communicate high-quality information even more quickly and efficiently to our clients (lawyers, notaries, magistrates, corporate lawyers, civil servants, HR managers, employers, social-accounting secretariats, bankers, insurers, tax specialists, accountants, auditors etc.).

## **2. What did you want to do when you were five years old?**

In primary school, I hesitated between two projects: to become a pharmacist or to write. Back then, I used to write 'poems', some of which gained a little recognition within the walls of the school I was attending.

Don't they say you should always go back to the passions of your youth?

Well, even if at first glance these activities may not seem to have anything in common, I have kept a sense and a taste for social contacts. As for writing, I put my heart and soul into it by nurturing the talent of those who really have it!

## **3. Can you describe a typical working day?**

There's no routine in my job! For all that, my day does almost always start with the signature of authors' contracts and payment orders for the authors' fees. Since around 2,500 writers work for Kluwer, this takes me some time.

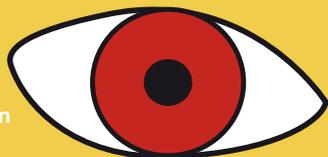
Then, various (and numerous!) work meetings keep me busy, either with my direct colleagues to make sure ongoing publications and projects are on track, or with co-workers from other departments (IT, sales or marketing), or with colleagues from abroad, from other Kluwer subsidiaries in the framework of cross-cutting or international projects. These mainly focus on the role that tomorrow's editor will have to play. Since our focus is on professional clients, our job will consist more and more in providing real solutions that connect various sources of information and in integrating the content into software. As an editor, our job is to truly deliver our added value at the core of our clients' workflow.

And precisely because our publications, be they paper-based or digital, target users for whom they are crucial in their day-to-day work, it is important for me to stay in touch with our clients, to be receptive to their needs and to keep up with developments that affect their professions. This means that I take part as often as possible in user panels and in customer events organised by Kluwer.

In the evening, a networking activity is also often organised, either by Kluwer (like the Cafés Kluwers that travel throughout Belgium and that enable our authors, trainers, clients and employees to meet informally) or in the context of the

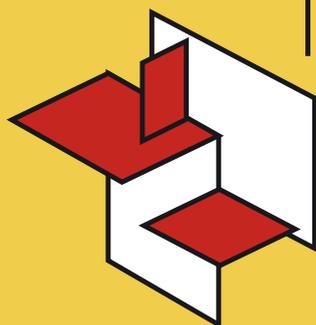
## EDITORIAL

- . Reading panel
- . Commissioning or acquisition
- . Copy editing/Full text editing
- . Proofreading
- . Index making
- . Translation
- . Technical revision
- . Infographics
- . Legal reading if necessary
- . Relations with the author



## FINANCIAL

- . Authors royalties & copyrights fees
- . Managements accounts
- . Creditors & debtors
- . Legal procurement
- . Sponsors
- . Audits
- . Tax



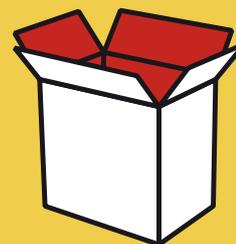
## PRODUCTION

- . Typesetting
- . File conversion
- . Layout & design
- . Paper buying & storage
- . Printing
- . Insurance & shipping



## SALES & MARKETING

- . Representation
- . Marketing plans
- . Foreign rights
- . Publicity
- . Contracts with the media & PR approaches of opinion
- . Leaders & institutions
- . Social media
- . Parties



## FULFILMENT & DISTRIBUTION

- . Order processing & servicing
- . Fulfilment & delivery
- . IT systems
- . Warehouse management
- . Digital warehouses & distribution
  - . Physical bookstores & other stores selling books
  - . Electronic bookstores
  - . Libraries
- . Consignment processing, returns, used/damaged books sales
- . Management of unsold stock

Cercle de Wallonie (a club for business people), of which I am a member.

### 4. What would happen to the book if you were not there?

This question could lead to a very pretentious answer. All that I will mention is the role that I have been trying to play within the community of Belgian editors these past few years with regard to open access. I launched a debate on the subject both within Kluwer and the ADEB, the Association of Belgian Publishers, to try and achieve a compromise between scientific authors and editors that would offer shared benefits for the parties concerned. Discussions are still in progress.

### 5. What is the most exciting/striking thing that ever happened to you in your job?

Each new paper publication that is released, with a beautiful cover, irreproachable quality, the wonderful smell of paper and the extreme satisfaction of its author, is a success for which the whole team who worked on it is rightly proud. The increasing number of prestigious followers who sign up on the Twitter accounts of some of our online publications (LegalWorld and Polinfo, for example) is also a source of great satisfaction. These are just a few examples... At Kluwer, we like to celebrate in a dignified manner, not only with our employees, but also with our authors and our clients, the successes in which they have all taken part.

On a personal note, I remember with much pleasure and pleasant nostalgia the time when the 'Editions Kluwer' were created. This French-speaking subsidiary of the company practically started from scratch with around a hundred highly motivated and enthusiastic employees. The page was quite blank: a name and some office space (the Blue Tower on Avenue Louise) had to be found for the new entity, teams had to be put together, authors had to be brought in and our project had to be explained to them. Everyone was elated and excited by the enterprise. Great projects saw the light of day, and great work relationships were born which are still alive today. All aspects of the experience have been extremely enriching.