

artslandia

EN FACE

Job Title:	Sales Manager
Reports to:	Associate Publisher: Sales & Strategy, Chief of Staff
Position Type:	Full Time, Exempt
Annual Salary:	\$58,000-62,000/yearly
Benefits:	Medical, Dental, Vision Flexible Paid Time Off in addition to 10 Paid Holidays 401k Match
Schedule:	80 hours per 2-week pay period. Paid every two weeks. This is a hybrid position with some time in office and some remote work.
Location:	Preference will be given to candidates residing in Portland, Oregon. However, all qualified candidates are encouraged to apply.

About Rampant Creative, Inc. (DBA Artslandia + En Face Magazine)

Rampant Creative serves as the visionary parent company, overseeing the dynamic entities of Artslandia and En Face Magazine. Within this exceptional trio, Rampant Creative stands as a strategic guide, providing a framework for innovation and growth. Artslandia, a cultural powerhouse, is dedicated to promoting and celebrating all things arts and culture in the amazing city of Portland, Oregon, while En Face Magazine, under the umbrella of Rampant Creative, captures hearts with its distinctive approach to celebrating and elevating ballet across the nation. En Face Magazine is not only a beacon of creative excellence but is also actively engaged in building a valuable niche ballet network of publications. This strategic initiative aligns with our commitment to the arts, fostering a community of ballet enthusiasts through insightful publications that delve into the intricacies of this exquisite art form. As we collectively embark on a journey of national growth, joining Rampant Creative, Artslandia, and En Face Magazine means becoming an integral part of a visionary team shaping the narrative of success in a dynamic and innovative environment

Position Description:

As the Sales Manager for Artslandia + En Face Magazine, your role is pivotal in providing strong leadership and coaching to the sales team while acting as the primary interface between the team and the Associate Publisher. Responsibilities include conducting coaching meetings, guiding team members in active participation, and overseeing the development and implementation of effective sales strategies for maximizing advertising revenue.

In addition to these overarching responsibilities, you will manage the administrative aspects of sales, coordinating activities, ensuring smooth communication both internally and externally, and facilitating onboarding and training for new sales team members.

Administrative sales tasks, including maintaining records, preparing reports, and tracking advertising contracts, fall under your purview. Supporting the sales team in prospecting new clients, preparing sales presentations, conducting market research to identify potential leads, and conducting onboarding and technology training for new sales team members are crucial aspects of your role. You will also manage updates for all sales materials, including media kits, and collaborate with internal departments to ensure the timely delivery of advertisements and sponsorships.

Your responsibilities extend to organizing timely sales meetings, maintaining and updating Artslandia + En Face Magazine's CRM system, and monitoring industry trends, competitor activities, and client feedback. Additionally, you will provide regular reports and insights through Media OS Dashboards and offer administrative support for sales events and marketing initiatives, including logistics coordination and collateral preparation.

This position offers a unique opportunity to lead and support the sales team, contribute to the success of Artslandia + En Face Magazine, and ensure seamless coordination between the sales team and leadership, with a focus on both strategic leadership and detailed administrative facilitation, including onboarding and training initiatives.

Education Experience

Bachelor's Degree Preferred

Qualifications:

- Proven leadership abilities to guide and support a high-performing sales team.
- Demonstrated coaching skills in enhancing team communication, motivation, and selling capabilities.
- Strategic thinking and expertise in developing impactful sales strategies for maximizing advertising revenue.
- Effective management of sales team performance to meet or exceed activity standards.
- Strong organizational and administrative proficiency, including record maintenance and contract tracking.
- Excellent communication and interpersonal skills to foster collaboration within the sales team and across internal departments.
- Proficient in utilizing CRM systems and sales tools, including MediaOS pipelines, to streamline operations.
- Serving as a primary interface between the sales team and leadership, addressing client-specific requirements.
- Proactive market research participation to identify potential leads and support the sales team in client prospecting.
- Proficient organization of sales meetings, promoting effective communication and collaboration.
- Skilled in conducting onboarding and technology training to empower the sales team.
- Deep understanding of the media landscape, contributing insights during the sales review stage.

- Commitment to ensuring the quality of sales materials, including media kits, is maintained and archived.
 - Analytical acumen for monitoring industry trends, competitor activities, and client feedback, providing valuable insights.
 - Effective event coordination and administrative support for sales initiatives, including logistics and collateral preparation.
-

To apply: [Fill out this application](#). Cover letter can be addressed to Annabella Showerman, Chief of Staff, Rampant Creative, Inc.

Deadline for Submission: February 12th, 2024

Questions? Reach out via email to jobs@enfacemagazine.com