

New Business Development Manager/Magazine Publisher (Laguna Hills)

The publisher of *Bella Grace*, *Willow and Sage*, and nine other beautiful, upscale magazines is looking for a full-time, self-starter who can develop and execute ideas to acquire new readers for all of our titles. This is an exciting opportunity for a creative visionary who is a true team player and loves the challenges and rewards of growing an organization that is evolving into a broader-based media company.

The primary responsibility of the New Business Development Manager is to increase single copy sales and subscriptions for our magazines via development of:

- New routes of distribution with a focus on wholesale accounts
- Influencer campaigns
- Subscription programs including direct mail, premiums, promotional campaigns, etc.
- Affiliate programs (inbound and outbound)
- New audiences to grow our customer base
- Partnerships and relationships with outside companies and agencies

The ideal candidate will:

- Be an imaginative writer with the skills necessary to craft copy that is attention-grabbing and effective in calling an audience to action
- Have the ability to produce high volume consistently and monitor results from various campaigns and make adjustments quickly to boost performance
- Be on top of current trends in successful marketing tactics and know how to incorporate them into our media company
- Be comfortable working with aggressive deadlines and minimal supervision
- Have an eye for aesthetics and be able to give creative direction to designers in order to achieve highly effective promotional materials
- Be organized and detail-oriented
- Have good oral and written communication skills and ability to interact professionally with a diverse group of customers and staff members
- Be open to new opportunities as they present themselves and exploring new revenue-generation programs such as subscription boxes and online workshops.

You must have a degree in a communications-oriented field and/or relevant experience in a workplace that required similar skill sets needed to accomplish the above responsibilities. Compensation is based on experience and includes benefits and a bonus program.

To Apply

Please submit your resume, including salary history or requirements, to:
careers@stampington.com.

You can visit our sister websites at bellagracemagazine.com, and willowandsage.com to see our beautiful publications.