

GUINNESS WORLD RECORDS (GWR) is the global authority on record-breaking achievement. The iconic annual *Guinness World Records* book has sold over 138 million copies in over 20 languages and in more than 100 countries since 1955. Additionally, the *Guinness World Records: Gamer's Edition*, first published in 2007 and part of a growing GWR publishing programme, has sold more than five million copies to date. Guinness World Records' television programmes reach over 750 million viewers worldwide, and the GWR YouTube channel boasts more than one million subscribers, prompting more than 300 million views per year. The GWR website receives 21 million visitors annually, and we engage with over 12 million fans on Facebook.

## **Publishing Sales Manager**

**New York City**

**Permanent, Fulltime**

### **The Opportunity**

GWR is seeking a talented Publishing Sales Manager to support the sales efforts of GWR's publishing business in the U.S.A., Canada, and Latin America.

### **Main Duties & Responsibilities**

As a Publishing Sales Manager, your responsibilities will include:

- Serve as Publishing Sales' primary representative to our U.S. trade distributor, our Canadian sales agent, our Latin American co-publishers, and other parts of GWR.
- Manage day-to-day communications with GWR's U.S. and Canadian distributors in matters relating to sales, production schedules, and inventory. Supply them with regular PR/Marketing reports and with all sales materials
- Generate regular internal reporting (weekly POS reports, sales projections, co-op expenditures, analyses of industry trends, financial models for future business opportunities)
- Work with VP of Publishing Sales to set annual budgets, assess credit risk, and manage relationships with key accounts, licensees, and third-party publishing partners
- Liaise internally with teams in London/NY regarding sales materials and strategy
- Manage GWR's digital publishing program; find new opportunities for digital publishing and licensing
- Research and report on publishing industry trends and key titles; analyze industry sales data
- License book rights to Latin American publishers; deal with them on all matters relating to pricing, contracts, scheduling, editorial, and PR/Marketing
- Sell directly to select special sales accounts
- Work closely with the Marketing and PR teams on new promotions/initiatives
- Prepare and help deliver sales conference presentations

### **Candidate Capabilities**

- Bachelor's degree preferred
- 2-4 years' prior experience in trade book publishing highly preferred
- Time management and organizational skills

### **How to apply**

Interested in the opportunity to gain experience from a strong brand with a great working environment? Send your CV and a covering letter to [AmericasHR@guinnessworldrecords.com](mailto:AmericasHR@guinnessworldrecords.com).

While we sincerely appreciate all applications, only those candidates selected for interview will be contacted.

