



## **VICE MAGAZINE**

### **Job Listing:** Print Sales Representative

**VICE** started in 1994 as a newsprint monthly in Montreal, and is now a global youth media company that includes print, event, music, online, television, and feature film divisions that operates in over 30 countries. Vice is the industry leader in original video for the web. With dozens of original series franchises across all content categories, Vice publishes about 60 minutes of new video content every day. For further information and additional background, please visit

### **OVERVIEW**

VICE is seeking print sales representatives to acquire and develop new accounts for our print properties, reaching over 40 million young people a month. Sales duties are focused primarily on print media but also can include event sponsorships, creative services, production deals and 360 integrations. The selected candidate would be expected to:

### **Roles and Responsibilities:**

- Effectively obtain new business and diversify the visual spread of VICE
- Provide insight and develop new target client relationships
- Manage and improve existing client relationships for larger spreads and more commitments
- Work within a team of sales representatives and along side media sales executives to coordinate efforts
- Follow-up and close potential sale leads
- Meet monthly, quarterly and yearly revenue income bench marks

### **Experience and Qualifications:**

- 3+ years of sales experience within a media entertainment industry
- Established industry relationships
- Ability to be a self-starter and create independence while providing outcomes
- Excellent written and verbal communications skills
- Knowledgeable and passionate about all facets of VICE
- Creative problem-solving skills and a commitment to execution of task
- Computer literate with Macintosh Apple systems and other digital marketing systems

### **HOW TO APPLY**

Please send a detailed cover letter and resume with salary history by email to [vicecareers@vice.com](mailto:vicecareers@vice.com) reference "Print Sales Representatives" in the subject line or by mail to:

Human Resources Department  
Attn: Print Sales Representatives  
99 North 10<sup>th</sup> Street Suite #204  
Brooklyn, New York 11211

Please indicate in your cover letter where you learned of this job posting. No phone calls please.

EOE