

AMERICAN
SOCIETY OF
INTERIOR
DESIGNERS



Sales Manager

Location: Washington, D.C.

Type: Contract

Summary

We are looking to hire a Sales Manager for the award-winning i+D magazine who has connections to the architectural and design (A&D) community. This person will oversee the strategy and execution of advertising that spans the A&D space as well as other associated market sectors. They will be responsible for building and executing the integrated sales strategy.

Responsibilities

We are looking for someone with a minimum of 5 years proven account and business development expertise to fulfill this incentive-based position. The candidate will fulfill the following responsibilities.

- Manage and achieve sales and revenue goals for i+D magazine.
- Collaborate strongly with editorial team to align advertisers with the sophistication of the editorial content.
- Create annual sales plans around strategic approach, sales targeting, and operations management.
- Work with editor-in-chief and graphic designers to develop materials to support sales efforts, including advertising prospectus, marketing collateral, proposals, and agreements.
- Ensure delivery of all contracted obligations leading to satisfaction with all aspects of the advertising experience.
- Advise sales strategy and advertising potential for future i+D digital platforms.
- Develop and execute sales strategy for new i+D products and services.
- Partner with the editor-in-chief to promote the brand of i+D.
- Manage all administrative tasks including the collection of advertising collateral.
- Achieve sales goals for two ASID monthly e-newsletters.

Qualifications

- Bachelor's degree with a minimum of 5 years of related experience
- Experience or knowledge within the interior design industry or related fields, preferably with established relationships in the A&D community
- Demonstrated entrepreneurial working style
- Sound business acumen and proven experience in meeting or exceeding financial goals
- A self-starter with strong written and verbal communication skills

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- A strategic thinker with strong project management and problem-solving skills, as well as the ability to perform in a fast-paced, highly collaborative environment where teamwork, collegiality, and self-motivation are necessary for success
- This position can be based at the ASID HQ in Washington, D.C. or operate from a remote location.
- Travel up to 20% percent

To Apply, please submit a cover letter, salary requirements and resume to jobs@asid.org. Applications without submission requirements will not be considered.