



Voicing Change Media (VCM) is hiring for a Director of Partnerships position to lead out ad sales business.

VCM is a rapidly growing podcast creator network founded by award-winning host Rich Roll and RXR Sports, a premier talent management firm. Our network includes 6+ podcasts focused on health, wellness, and personal growth, featuring influential hosts like Rich Roll (The Rich Roll Podcast), Dr. Rangan Chatterjee (Feel Better, Live More – the UK's #1 health podcast), Olympian Alexi Pappas (Mentor Buffet), Shane Parrish (The Knowledge Project), and more.

We take an integrated, cross-channel approach to reaching our audiences, so partnerships can blend audio, YouTube, social media, newsletter, and sponsor marketing communications. The role is best suited for creative marketers who can think across different channels to serve our sponsors objectives.

The role offers the chance to generate new business opportunities through networking, show strategy, development of marketing materials, and most importantly the pursuit and negotiation of ad sponsorship deals. The position will entail working closely with all of our show hosts, and an appreciation for their shared values of health, wellness and personal growth are important.

The position is based out of New York City, where they'll work with a team of 5-6 including managing a Partnerships Manager.

Specific attributes and skill sets we're seeking, though not all mandatory, include:

- 4-6 years of podcast ad buying or sales experience
- Fluency with podcast, YouTube and social media advertising
- Presentation and sales material development skills
- Experience with talent management
- Experience with brand partnership and sponsorships
- Highly organized and able to multitask
- Passion for health, wellness and personal growth
- Willingness to put themselves out there and aggressively chase new opportunities