



# Voicing Change Media Partnerships Manager

**Location:** New York, NY (Hybrid – 4x per week in-office preferred)

## Company Description

[Voicing Change Media](#), is a premier podcast creator network founded by award-winning host Rich Roll and talent management firm RXR Sports. Our network includes globally recognized shows such as *The Rich Roll Podcast*, *Feel Better*, *Live More*, *Ask Lisa with Dr. Damour*, and *Mentor Buffet with Alexi Pappas*. We are dedicated to elevating voices that inspire a global audience to lead healthier, more fulfilling lives.

At VCM, we take an integrated, cross-channel approach to storytelling. Our partnerships seamlessly blend audio, YouTube, social media, newsletters, and bespoke sponsor communications to meet our clients' objectives.

## The Work You Will Do

The **Partnerships Manager** is a key member of our joint Partnerships and Ad Operations team. You will be responsible for executing business development strategies, leading ad sales, and driving revenue growth for our roster of 7+ shows. This role is designed for a motivated and driven individual, who can think across platforms and possesses a deep appreciation for our core values of health, wellness, and personal growth.

You will own the growth and monetization of assigned brands and agencies, ensuring we deliver meaningful, values-aligned partnerships that elevate our creators and drive results for our sponsors.

Key responsibilities include:

- **Business Development:** Execute against assigned client business plans and aggressively chase new opportunities.
- **Relationship Management:** Manage inbound requests and drive new opportunities within existing agency and brand relationships.
- **Pipeline Integrity:** Maintain accurate pipeline data, deal documentation, and meet individual assigned OKRs.
- **Sales Material:** Develop presentations and sales materials to support proposal creation and iteration within defined deal structures.
- **Internal Alignment:** Partner with **Leadership** on strategy; **Ad Operations** on feasibility and execution; **Marketing** on case studies and pitch assets; and **Finance** on pricing and invoicing.



## Who We Are Looking For

- **Experience:** 2-4 years of podcast ad buying or sales experience.
- **Industry Knowledge:** Fluency with social media, podcast, and YouTube advertising.
- **Skills:** Strong communication, analytical, and project management skills with advanced proficiency in Notion, CRMs (we use Attio) and Google Workspace.
- **Background:** Experience with brand partnerships, sponsorships, and talent management.
- **Attributes:** Highly organized, able to multitask, and passionate about health, wellness, and personal growth.
- **In Person:** Preference for applicants that can come into our NYC office 4x per week

## Benefits

- Competitive base salary range: \$70,000 - \$80,000
- Performance-based bonus opportunities
- Comprehensive benefits package including Lifetime Fitness gym membership and Health Insurance Coverage and 401k plan.
- Opportunity for growth and development within a fast-paced and exciting industry.
- A supportive and collaborative team environment.