

Job Posting: Sales Director

Our Group of children's publishers creates high-quality, award-winning books for kids of all ages. Recent recognition includes the Caldecott Medal, *New York Times Best Illustrated* titles, short-listing for the *Bologna Prize for Best Children's Book Publisher of the Year*, countless starred reviews, appearance on significant "best of" title lists, and national and regional bestsellers.

Our fast-growing and collaborative team is recruiting for an experienced sales leader to drive results and support our third-party sales and distribution relationship with Penguin Random House Publisher Services (PRHPS) for US, Canada, and International in all channels. This role includes directly partnering with educational wholesalers and key accounts to select our titles for classroom sets, adoptions, and other significant opportunities.

The successful candidate will

- Act as key member of the senior team to set direction for the Group, work to address challenges from workflow to people management, build collaboration across Group companies.
- Lead sales team including 2-3 direct reports to drive results through PRHPS via a broad range of channels including library, retail, educational, special, and online via sales presentations, proactive recommendations/direction, gap analysis, opportunity identification, etc. while developing broad relationships across the PRHPS team.
- Deliver market insight from key channels both from sales team and through direct market contact.
- Provide accurate, complete, and timely follow-up to customer requests in partnership with the sales team.
- Focusing on the education and literacy markets, drive regular strategic reviews with key customers (virtually or in-person) to help expand success of our books.
- Partner closely with marketing to set agenda and promotions

We are looking for someone with

- Extensive experience in children's book sales in the publishing industry—ideally in both direct and third-party sales relationships.
- Deep knowledge about the overall book marketing and familiarity with industry supply chain, authors, titles, category performance, publishing trends.
- Ability to respond accurately and with urgency to sales opportunities and challenges while remaining comfortable with changing priorities and direction as required.

- Strong communication skills across the organization and proven team-leadership ability
- Strong analytical skills
- Computer skills, including Microsoft applications and database—especially Excel.
- Knowledge of PRHPS systems and processes.

While ideally the Sales Director will be close to one of our offices in New York or Atlanta for either in-person or hybrid working, we are open to a fully remote arrangement for the right candidate.

To apply, please send a resume and cover letter to holiday@holidayhouse.com with the subject line: Sales Director

The Holiday House, Peachtree, and Pixel+Ink group of children's book publishers values and is actively seeking candidates with a diversity of talents and perspective. All qualified applicants will receive consideration for employment without regard to race, national origin, religion, age, color, sex, sexual orientation, gender identity, disability, or protected veteran status. We offer a competitive range of benefits and compensation, including health, dental, vision, commuting benefits, disability and life insurance, as well as a 401(k)