

## **Sales Manager: Faith-Based Media & Sponsorship Dev. (Confidential)**

**Location:** Remote (Northeast US preferred: NYC, NJ, Philadelphia area)

**Type:** Part-Time Contractor (potential for full-time as revenue grows)

### **About the Organization**

A confidential faith-based media and nonprofit organization is developing a digital news and storytelling platform that merges media and mission to create Gospel-centered impact. The project combines journalism, documentary storytelling, and multimedia features that mobilize believers, equip leaders, and connect ministries, businesses, and communities through powerful, story-driven media.

### **Position Overview**

The Sales Manager will lead the development of advertising, sponsorship, and strategic revenue systems for the platform. Working closely with executive leadership and marketing, this position will design and oversee the sales strategy for digital sponsorships, podcast advertising, event partnerships, and content collaborations. Candidates should be comfortable working in a creative, remote, early-stage environment where systems are still being built.

This is an entrepreneurial role for a mission-minded sales professional who can build structure, lead with integrity, and cultivate relationships that advance both financial growth and Kingdom impact.

### **Key Responsibilities**

- Develop and implement sales strategies for sponsorships, advertising, and partnerships
- Recruit, train, and manage a small team of sales representatives and account coordinators
- Identify and cultivate relationships with potential sponsors, advertisers, & ministry partners.
- Create sales materials, rate sheets, and proposals in coordination with marketing
- Track sales metrics, reporting, and performance goals through CRM tools
- Collaborate with editorial teams to ensure sponsorship alignment with content values

### **Qualifications**

- Bachelor's degree in Business, Marketing, Communications, or related field (or equivalent experience)
- 5+ years of experience in media, advertising, sponsorship, or development sales
- Proven track record of meeting or exceeding sales goals
- Strong leadership, organization, and communication skills
- Working knowledge of media metrics, sponsorship valuation, and CRM systems
- Comfortable working in a Christian, mission-driven environment

### **Preferred**

- Experience in Christian media, nonprofit development, or values-based brand partnerships
- Understanding of startup business development in digital media or publishing
- Able to connect faith-based organizations and businesses to mission-aligned opportunities.
- Familiarity with fundraising or donor development as it relates to media sponsorship

### **Compensation**

Base pay or retainer plus commission, commensurate with experience and performance.

### **To Apply**

Submit a resume and cover letter describing your experience in sales strategy and your passion for faith-based media partnerships. Send to: [faithmediacareers@gmail.com](mailto:faithmediacareers@gmail.com) with the subject line "Sales Manager Application."