



We are hiring!

Magnum Photos is looking for a Senior Assignment Manager, Content (New York)

About us

Magnum is a photographic collective founded in 1947. Magnum photographers are a rarity and the agency is self-selecting, with a 4 year long process. The membership has evolved over the years to encompass the work of almost 100 diverse photographers.

We have offices in New York, London, and Paris, and work with press, publishers, advertising, television, galleries and museums across the world. We have a traveling roster of over 100 exhibitions, education initiatives focused on the next generation of visual storytellers, an e-commerce platform, and an editorial platform telling stories across art, culture, news and photography to our audience of over 5.5 million.

About the role

We are looking for a Senior Assignment Manager to develop Magnum's relationships with US media partners and NGOs, handling incoming assignments and proactively finding support and placement for group projects and photographers' personal work.

Reporting to the Director of Development and Content Partnerships, you will be responsible for prospecting and managing assignments and commissions across editorial and not-for-profit markets -- in the United States, and in partnership with Magnum's UK and Paris teams. This involves pitching ideas to traditional publications and new/emerging media platforms, as well as managing incoming assignment requests.

Who you are

- Passion for documentary and photojournalism and strongly motivated by the idea of representing some of the most distinguished talent in the world

- Have a natural interest in global and current affairs and be able to discuss stories and ideas credibly with photographers and editors

- An excellent relationship builder with strong negotiation and communication skills

- Able to think innovatively about how to create opportunities for photographers in a constantly shifting media landscape

- Exceptionally organised with a keen eye for detail and ability to prioritise effectively

- Unflappable and don't get overwhelmed from multitasking or handling last minute projects

- A problem-solver able to 'connect the dots', plan ahead, and change course quickly when things aren't working

- Naturally inquisitive, deliberate, and collaborative team player, which makes you open and eager to engage with feedback

- An entrepreneurial self-starter with go-getter attitude and a positive and upbeat nature

What you'll do

Relationship Management

- Build remarkable relationships with photographers, to understand their personal work be able to represent it persuasively to clients and partners

- Be the trusted first point of contact for US editorial and NGO clients in Magnum building a reputation for excellent responsiveness and client service

Representation

- Maintain excellent relationships with clients and partners and take every opportunity to promote the profile of Magnum photographers

- Collaborate closely with those photographers whose practices are aligned to the editorial and photojournalism markets, and develop go-to market strategies for their work

- Actively and persuasively pitch stories to photography directors and editors based on knowledge of photographers' work and their personal interests

Project Management

- Manage all in-coming US editorial assignments from concept development through to fulfillment and billing

- Ensure time-sensitive stories are assigned quickly and fulfilled according to the client brief

- Lead on the development of budgets and the negotiation of contracts, and terms with client to ensure fair pricing and greatest possible protection of photographer rights

- Assist photographers in research, access, and production needs for everyday projects

- For more complex assignments and group projects, provide producers with an efficient brief whilst retaining responsibility for the overall client and photographer experience

- Liaise with client legal departments and Magnum legal when necessary

- Take care of billing for all US editorial clients, ensure that invoices are settled on time, and take active lead on credit chasing

Minimum qualifications

- Extensive and established relationships with photography directors, editors, sustainability officers, and producers built over 4+ years

- Experience developing and building profiles for photographers

- Preferably also experience in some combination of agency, media outlet, in-house creative team or similar

- Excellent EQ, able to build strong artist relationships, and manage multiple internal and external partners across time zones

- Passionate about photography, journalism, and current affairs

- Must be able to travel as needed post pandemic

- Based in NY

To apply

Please email christopher.peregrin@magnumphotos.com with your CV and cover letter.

MAGNUM
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