

Come work with Magnum

Senior Assignment Manager, Content (NY)

MAGNUM:

Magnum represents some of the world's most renowned photographers, maintaining its founding ideals and idiosyncratic mix of journalism, art and storytelling. Magnum photographers share a vision to chronicle world events, people, places and culture through powerful narratives that have redefined history and transformed lives.

The demand for cause and purpose-oriented work has never been greater, and Magnum's photographers are keen to continue building their profiles in these areas – with editorial, NGO and non-profit partners, as well as other partnerships that align with the core values of the photographers and the agency. This work has long been the lifeblood of Magnum Photos.

The organisation is run as a collective structure with a membership that has evolved over the years to encompass the work of almost 100 diverse photographers and estates.

We have offices in New York, London, and Paris, and work with press, publishers, advertising, television, galleries and museums across the world. Magnum also has a vibrant digital platform which we use to connect with our global audience of over 5.5 million people by showcasing photographers' work, offering education initiatives, and hosting special commercial events,

ABOUT THE ROLE:

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

Reporting to the Director of Content Partnerships, you will be responsible for prospecting and managing assignments and commissions across editorial, NGO 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.

WHAT YOU'LL DO:

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 photographers' work and personal interests

Project management

- Manage all in-coming US editorial assignments from concept development through to fulfillment and billing
- Direct assist photographers in research, access, and production needs for everyday projects
- For more complex assignments and group projects, brief producers effectively and efficiently retaining responsibility for the overall client and photographer experience
- 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
- 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

Relationship Management

- Build remarkable relationships with photographers to understand their personal work to 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

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 good understanding and 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

MINIMUM QUALIFICATIONS:

- 5+ years of experience developing and building profiles for photographers
- Proven experience, ideally some combination of agency, media outlet, in-house creative team or similar
- Extensive and established relationships with photography directors, editors, and producers
- 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

MINDSET:

- Assume best intentions
- Come with solutions
- Solicit, offer and act on feedback
- Learning is part of growing

To apply, please email
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