



Together we make it V&A

V&A South Kensington
Publishing Sales Manager

V&A

Reports to	Head of Publishing and Commercial Content
Department	Commercial
Principal Location	South Kensington
Hours	36 hours a week
Salary	£40,770
Contract	Permanent





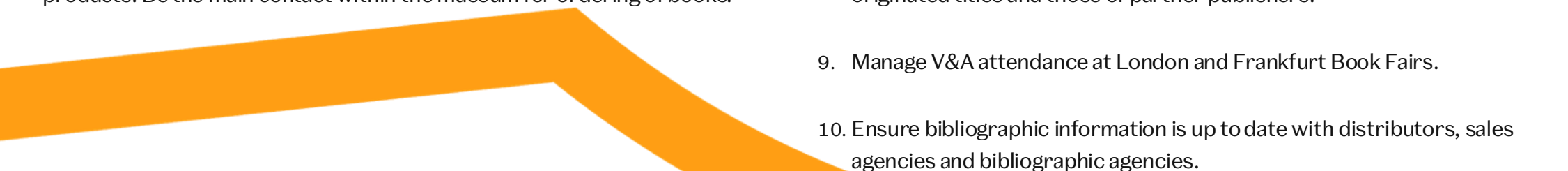
Who we are

The V&A is a family of museums dedicated to the **power of creativity**. Our mission is to **champion design and creativity** in all its forms, advance cultural knowledge, and inspire makers, creators and innovators everywhere. We share a 5,000-year-old story of creativity through **exhibitions, events, educational programmes, digital experiences, conservation, research**, and an ever-evolving national collection of over 2.8m objects spanning **every creative discipline**.

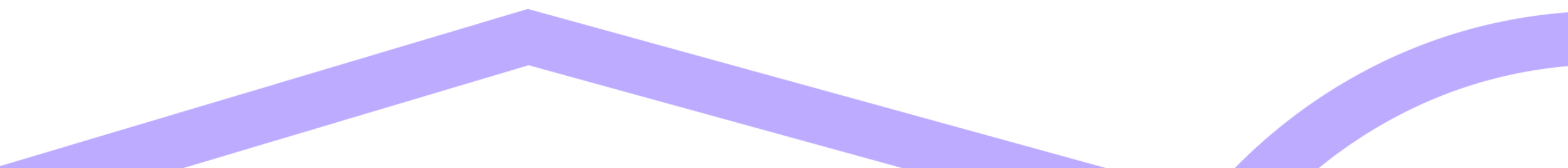
V&A Publishing works to enrich people's lives by promoting the research, knowledge and enjoyment of the designed world. We work on around 30 books a year, ranging from children's story books to scholarly monographs – and all of our profits are returned each year to the Museum. The **Publishing Sales Manager** aims to maximise the profitability of the V&A Publishing programme. From managing relationships with agents, distributors and the V&A shop to selling foreign rights and special editions this is a varied role that rewards collaboration and tenacity.

About the role

The Publishing Sales Manager has a proven track record of sales and marketing within a publishing environment. Prioritising revenue generation for the Museum, they will work with the publishing team and wider museum to produce and sell profitable products that bring the V & A mission to the widest possible audience.

1. Manage V&A Publishing's worldwide sales and distribution partners.
 2. Generate rights, specials and co-edition sales and work with Touring Exhibitions team to meet needs of international venues.
 3. Work with Production Manager to manage overseas print costs, print runs, reprints and stock, including inventory management in close collaboration with V&A Retail.
 4. Collaborate with V&A Retail to ensure prominence of publishing products. Be the main contact within the museum for ordering of books.
 5. Support annual budgeting and forecasting process and work with Finance on monthly publishing accounts and tracking and reporting sales on a regular basis.
 6. Manage quarterly author royalty reporting and payment.
 7. Work with Press, Marketing and Membership to maximise exposure for V&A Publishing products.
 8. Bring commercial acumen to programme development both with V&A originated titles and those of partner publishers.
 9. Manage V&A attendance at London and Frankfurt Book Fairs.
 10. Ensure bibliographic information is up to date with distributors, sales agencies and bibliographic agencies.
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What we're looking for

- Excellent communication skills
 - Tenacity and ability to negotiate, chase and close deals
 - Strong track record in a publishing sales environment
 - Solid understanding of the illustrated books market – experience of the museum world desirable, but not necessary.
 - Experience of financial management within a publishing context
 - Excellent numeracy, accuracy and attention to detail
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Why work here

We strive to integrate **equality, diversity, and inclusion** consistently and naturally into all our activities.

We are proud to be an **open, tolerant, and diverse** organisation. We want to do more to welcome a broader audience and develop a more diverse workforce.

The V&A values are **Equity, Sustainability, Generosity, Collaboration and Creativity.**

Disability Confident

We are committed to guaranteeing an interview for applicants who declare they have a disability and meet the minimum criteria for the role.



What we offer you

We want to support you and your well-being throughout your employment journey, so we provide a competitive range of benefits such as:

- **29** days of holiday plus public holidays each year (pro-rata if you work part time)
- Competitive defined contribution pension scheme offering up to 10% contribution from the V&A
- Life Assurance of 4x your annual salary
- Family-friendly policies (for example, enhanced maternity and parental leave, paid carers leave)
- Interest free loans for your travel to work and rental deposits
- Cycle to work scheme
- Exclusive access to My V&A Benefits – an app bringing together all your V&A Benefits, retail discounts and wellbeing benefits on the go!
- Employee Assistance Programme – free and confidential services to support your wellbeing
- Complimentary tickets to V&A exhibitions for you, your friends or family
- 25% discount in all our V&A shops and on site cafés
- Free entrance to many other major museums and exhibitions



What next

Apply here [Vacancies at the V&A · V&A](#)
Application Deadline 14 July 2025

We operate anonymous shortlisting at the V&A. This means that the manager cannot see your name, contact information, or equality data when shortlisting your application.

We are a Disability Confident Employer offering guaranteed interviews to those who declare their disability and meet the job criteria under the Disability Confident Scheme.

Interview/Assessment days 23–30 July
Potential Start Date September 2025

Any Questions?

Contact our Recruitment team at careers@vam.ac.uk



Thank you

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