

Jamie Thompson

jamie@jamiethompsoncreative.com

310.806.2535

August 2022-present

Publishing Director

Entertainment + Lifestyle Publishing

Gift & Stationery

Insight Editions

- Oversee the planning and execution of current and future publishing programs, delivered on-time and on budget, as director of the publishing vertical (Ent + Lifestyle) that is responsible for ~250 titles per year and 65% of company revenue
- Meet or exceed budgeted net sales and gross margin objectives for my vertical while maximizing opportunities with licensing partners including brands like Disney, Lucasfilm, Warner Bros, Harry Potter, Star Wars, Marvel, DC, HBO, NBCUniversal, and more
- Develop and maintain senior leadership role in our best-in-class working relationships with existing licensors
- Negotiate contracts with authors, agents, licensors, co-publishers, new hires, and independent contractors based on targeted P&L benchmarks
- Maintain a cadence of high-value acquisitions for my vertical
- Stay hands-on and in the trenches by being involved with every aspect of title development including all QC responsibilities including editing, copyediting, and proofreading oversight, especially for new titles and franchises
- Maintain an editorial calendar and innovate and streamline editorial processes to track and manage projects across verticals in every stage of planning and execution
- Collaborate with sales and marketing to ensure titles are being promoted effectively, maximizing awareness and increasing global sales
- Collaborate with design, production, and logistics to ensure seamless processes for title management
- Create innovative titles and product lines to increase market share in my gift and stationery vertical
- Develop IP that will appeal to and enhance global sales and co-edition opportunities in both trade and gift
- Oversee the IP of our licensed gift and stationery business while growing our own IP for gift formats
- Manage my team of six direct reports, fourteen indirect reports, and twenty-nine team members and provide them with clear goals, training plans, and development opportunities
- Create a positive, supportive, and collaborative working environment that fosters innovation, accountability and cross-functional team building across all divisions and verticals: production, design, creative services, sales, and marketing

October 2019-August 2022

Executive Editor and Gift Format Lead

Chronicle Books

Executive Editor:

- Originate, acquire, develop, edit, and manage through publication dozens of books and gift titles per year; most recently the lead 2023 title, *The History of Sketch Comedy* by Keegan-Michael Key, based on his award-winning hit Audible podcast
- Pursue new collaborations with artists, authors, agents, and brands
- Guide and track projects through the publishing process by working with design, production, as well as sales + marketing to create must-have bestselling books and gifts; providing substantive editing and /or developmental editing, and hiring and supervising copyeditors, proofreaders, fact-checkers, and sensitivity readers
- Negotiate deals with authors, agents, licensors, packagers, and overseas publishers, and maintain relationships with them and other publishing industry professionals, weighing and then monitoring profitability and financial projections with targeted P&Ls for each project
- Research trends not only in publishing but also in other relevant categories to ensure the timeliness and distinctiveness of our publishing, and how best to publish for the intended consumer

Gift Format Lead:

- Oversee the profitability and growth of the entire Chronicle Books gift product line, advising across all divisions on acquisitions from a micro and macro standpoint
- Initiated, proposed, and instituted a targeted price increase across the gift program after analyzing top accounts and the competitive marketplace, resulting in a projected 10%-15% increase in gift revenue year over year
- Lead and steward the 2021 acquisition of the Games Room brand; overseeing the backlist of dozens of new titles as well as acquiring 15 new titles per year for the brand which hit 112% of budget expectations in its first year of acquisition. Coordinated all interdepartmental interaction from acquisition through onboarding and determine the seasonal development cadence

- Coordinate and align format list balance, print quantities, format KPIs, revenue projections, and budget goals across all publishing groups
- Ideated and personally wrote and created several new “heritage” gift formats, as well as overseeing development of all new gift formats from other editors

Leadership:

- As the steward of the gift format division, virtually present our seasonal gift lists for quarterly launch presentations and sales conferences, employing terrible puns and sight gags to entertain and motivate Sales
- Supervise and mentor three editorial direct reports, applauding successes, challenging weaknesses, and identifying opportunities for career growth
- Represent Chronicle at in-person events such as NY Now, Shoppe Object, and the Atlanta Gift Show
- Act as an executive editorial team leader and promote high-functioning team environments informed by creativity, exploration, integrity, and strategic imperatives
- Cultivate external talent, with an active eye to recruiting for improvement and growth
- Attract and retain acclaimed authors and other creative talent to the Chronicle list

2008–2019

Managing Editor

Senior Editor

Knock Knock / Who's There Group

- Conceive, develop, execute, and produce witty gift books and products targeted to adults, children, and the YA market for this Los Angeles-based publishing company
- Write, copyedit, and top-edit across various formats including long-form and short running copy, catalog, nontraditional product copy, marketing, publicity, and digital copy while uniting projects and individual brands in voice, tone, and style
- Project manage both editorial and design departments' workflow and schedules; including timelines, budgeting, and overall editorial strategy; hire and manage all editorial freelancers
- Oversee entire editorial team through all stages of publishing, from concept to manuscript to design layout to production to printer proofs, creating SOPs for maximum efficiency
- Collaborate with management team on branding, long-term editorial strategy, and content generation
- Acquire outside submissions: evaluate market, create P&Ls, negotiate contracts, manage authors and agents; develop, collaborate, edit, and shepherd through all stages to production

Previous Entertainment Industry Experience

Red Board Productions—Producer

- Worked with Emmy award-winning writer/producer David Milch to produce a tv series funded by the Alfred P. Sloan Foundation set at the Centers for Disease Control; supervised staff writers for the series and developed pilot script

Castle Rock Entertainment / Big Town Productions—Vice President, Development

- Actor/Director/Producer Bill Pullman's production company at Castle Rock Films: acquired and developed film, theater, and television projects; hired and managed staff

Twentieth Century Fox / Anarchy Productions—Vice President, Development

- Writer/Director/Producer Dale Launer's production company at Fox Film Corp: acquired and developed film, television, and ancillary projects; hired and managed staff

Publications

- Author: *The Filmmaker Says: Quotes, Quips, and Words of Wisdom*
Published by Princeton Architectural Press, 2013; currently in seventh printing
- Contributing Editor: CURATOR (Curator.site)

Education

- B.A., U.C.L.A., English Literature