ROBERT **SCHORK**

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**EDITORIAL DIRECTOR | EDITOR-IN-CHIEF | EXECUTIVE EDITOR**

Innovative and creative editor with exceptional ability to understand general consumer and niche audiences across a broad range of topics and areas of interest. Maintain a strong focus on maximizing readership of both print and digital magazines by delivering relevant and timely content in an engaging manner. Excel at managing fast-paced environments with multiple publications running simultaneously on varying schedules, along with their round-the-clock digital counterparts, skillfully balancing competing deadlines and priorities to remain on schedule and on budget. Talent for identifying, recruiting, and developing high-potential staff across all business areas, including editorial, art design, production, and digital. Adept at conceiving and developing dynamic story ideas that resonate with targeted audiences across platforms. ***Areas of expertise…***

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| --- | --- | --- |
| * New Publication Launches
* Glossy Consumer Magazines
* Niche/Enthusiast Publications
* Web Publications & Digital Content
* Custom Publishing
 | * Content & Story Development
* Consistent Editorial Voice & Tone
* Target Audience Identification
* Year-over-Year Revenue Growth
* Sponsored Content & Advertorials
 | * Budget Planning/Administration
* Staff Recruitment & Leadership
* Schedule/Deadline Management
* Website & Print Redesigns
* Branded & Hosted Events
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**Professional Experience**

Independent Contractor

**Editor / Writer / Project Manager / Consultant,** 12/2017 – Present

Undertake freelance, project, and short-term assignments. Recent clients include Wainscot Media (consulted on new acquisition of luxury magazine group, wrote freelance articles for lifestyle magazine, completed short-term/project role to help launch new magazines for RWJBarnabas Health System); Cellebrite, an Israeli-based digital intelligence company that works with law enforcement agencies (researched and wrote white paper promoting a new service line involving predictive analytics); and Douglas Elliman Real Estate (consulted and wrote copy for their website to drive traffic to their listings).

Today Media, Rye, NY

**Editorial Director / Editor-in-Chief / Executive Editor / Senior Editor,** 3/2008 – 12/2017

***Westchester Magazine*, *Hudson Valley Magazine*, *Westchester Home*, *914INC.*, *Westchester/Hudson Valley Weddings*, *Ultimate Guide to Westchester*, and *Ultimate Guide to Hudson Valley***

Oversaw print and digital operations for seven glossy consumer titles (two monthlies, two quarterlies, and three annuals), as well as all New York-based custom publishing projects. Managed $1M+ annual budget and staff of ~30 across editorial, photo/art, production, and digital in Rye and Poughkeepsie. Developed and finalized annual editorial calendars and issue lineups; reviewed and top-edited copy for content quality and brand integrity. Directed print/digital advertorial operations for sales team. Worked closely with sales, circulation, marketing, and other colleagues, including partnering with marketing director on development of magazine-branded events; reviewed promotional copy produced by marketing department. Represented company and publications in the community and in media appearances. ***Key Achievements:***

* Recognized for outstanding performance with multiple promotions over the course of six years, serving as Editorial Director (6/14-12/17), Editor-in-Chief (6/13-6/14), Executive Editor (11/12-6/13), and Senior Editor (3/08-11/12).
* Drove consistent YOY newsstand sales growth (30% in 2017), as well as high/top-of-range subscription renewal rates.
* Established distinct editorial voices and tones for each publication and website; conceptualized covers, features, and story packages; worked with creative directors on cover design; performed top-level editing and approved final proofs
* Achieved profitability for digital operations in 2014 with complete redesign of magazine group’s websites and blog & newsletter system, which increased unique page views by 39%, boosted average newsletter open rate to 28% (vs. industry standard of 18%), and improved click-through rate to 30% (vs. industry standard of 12%).
* Developed concept for quarterly business magazine (*914INC.);* launched in 2010, yielding 15% growth in total revenue
* Generated ~$170K in savings by driving reorganization of entire New York operation in 2014.
* Won City & Regional Magazine Association (CRMA) Award for 2013 Best Ancillary Publication in the country for *914INC.* (company’s first CRMA award in an overall magazine category) and received second nomination in 2016.
* Nominated for 2012 & 2014 CRMA Award for Best Home/Shelter Publication for *Westchester Home*.
* Achieved top reader satisfaction scores (>90% rated pubs “Excellent” or “Very Good”) in multiple subscriber surveys.

Primedia, New York, NY

**Managing Editor (Acting) / Assistant Managing** **Editor,** 4/1998 – 3/2008

***Soap Opera Weekly***

Led day-to-day print and online operations of national weekly consumer entertainment publication with 5M+ readership. Oversaw copy/story trafficking, deadline compliance, issue planning, story scheduling, pagination, production schedule adherence, line editing, and proofing/approval of final drafts. Prepared annual editorial and freelance budgets. Managed staffing, new hire and intern orientation, scheduling, and performance matters. Facilitated cross-functional collaboration among editorial, art, photo, copy, ad sales, and production departments. Attended Emmy Awards and other industry events. ***Key Achievements:***

* Spearheaded the magazine’s early online efforts, managing chat rooms, message boards, and web-exclusive content.
* Wrote and edited features, critical reviews, and news stories; conducted celebrity interviews; provided expert commentary and industry analysis for other print, radio, and television outlets, including CNN, ABC, and SOAPnet
* Orchestrated efforts to broaden magazine’s appeal and grow readership by successfully launching and directing prime-time/non-soap opera television coverage, establishing vital relationships with key television industry stakeholders.
* Created and served as Editor-in-Chief of *Reality Check*, an SIP on reality TV shows.

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***Additional experience as Senior Editor / Deputy Features Editor for* Soap Opera Magazine *(American Media, Inc.), Freelance Features Writer for* Soap Opera Weekly *(Primedia) and Contributing Writer/Editor and Research Consultant for “General Hospital: The Complete Scrapbook” (ABC Daytime Television).***

**Education/Credentials**

**Bachelor of Arts in Social Sciences**

Bard College at Simon’s Rock, Great Barrington, MA (*Entered college two-years early at age 16.*)

* *Thesis: A Macroeconomic Reappraisal of U.S. Healthcare Reform: Toward a Viable Strategy*
* *Semester Abroad: Bogazici Universitesi, Istanbul, Turkey*

**Advanced Management Course; Basic Management Course; Basic Training Course for Auxiliary Officers**

New York City Police Academy, New York, NY

**Technical Skills:** Microsoft Office 365 (Word, Excel, PowerPoint, OneNote, Outlook), Adobe CS6 (InCopy), CMS (Rivista)

**Volunteer Experience**

**Auxiliary Lieutenant / Sergeant / Police Officer,** New York City Police Department, New York, NY (1999 – Present)

**President / Secretary,** Riverview Club Condominium Association Board of Directors, Yonkers, NY (2014 – Present)