

= Junior Salesman =

" Junior Salesman " is the thirteenth episode of the ninth season of the American comedy television series The Office and the 189th episode overall . It originally aired on NBC on January 31 , 2013 . The episode was written by Carrie Kemper and directed by David Rogers . The episode features the return of several guest stars , including Chris Diamantopoulos as Brian the boom mike operator , Michael Schur as Dwight 's cousin , Mose , Mark Proksch as Nate , and several others .

The series ? presented as if it were a real documentary ? depicts the everyday lives of office employees in the Scranton , Pennsylvania , branch of the fictional Dunder Mifflin Paper Company . In the episode , Dunder Mifflin CEO David Wallace (Andy Buckley) tasks Dwight Schrute (Rainn Wilson) with finding a part @-@ time replacement for Jim Halpert (John Krasinski) , and Dwight must choose among Clark (Clark Duke) and several of his close friends , including his cousin Mose (Schur) .

The episode received mixed reviews from television critics , with many considering it superior to " Vandalism " , particularly for the lessened presence of Brian . " Junior Salesman " was viewed by 4 @.@ 45 million viewers and received a 2 @.@ 1 / 5 % rating among adults between the ages of 18 and 49 . Although The Office , ranked third in its timeslot , it ranked as the highest @-@ rated NBC series of the night .

= = Plot = =

Dunder Mifflin CEO David Wallace (Andy Buckley) has tasked Dwight Schrute (Rainn Wilson) with finding a part @-@ time replacement for Jim Halpert (John Krasinski) . Pam Halpert (Jenna Fischer) is concerned about this , as Jim 's replacement will be her new " deskmate " . Clark (Clark Duke) feels he is ready for the position , citing his key role in the sales in " The Whale " and " Suit Warehouse " , but Dwight wants someone who he can be sure won 't team up with Pam against him . To that end , he brings in a bizarre gallery of his relatives and close friends , including his cousin Mose (Michael Schur) , best friend Rolf , part @-@ time private investigator Trevor , former Corporate executive Troy Undercook , and his karate teacher (" The Fight ") Sensei Ira . To Dwight 's horror , though , none of his candidates are competent enough to even make it through the full job interview , much less be paper salesmen . Clark ends his interview without answering any of Dwight 's questions , simply pointing out that he has no choice but to hire him if he wants someone who can do the job .

Jim calls Wallace to pitch for the CEO to invest in Athlead . Dwight puts the conversation on speaker phone , allowing him to hear Wallace first tell Jim his salary is going to be cut to reflect his part @-@ time status , and then bluntly shoot down the idea of investing in Athlead . Dwight , though praising his friends ' outlandish delinquent behavior to the cameras , gradually comes to realize his professional integrity won 't allow him to hire any of them , and sadly notes that he outgrew all of his friends in just three hours . Afraid they will hate him if he doesn 't pick one of them , he asks Jim to pretend to take over the hiring decision and make the call to hire no one . Being willing to do anything to save Pam from being stuck with an unbearable deskmate , Jim agrees . However , when Jim announces the decision , Rolf immediately intuits that Dwight is using Jim as a scapegoat . Dwight 's friends storm off to play paintball without him , later sending an e @-@ mail with a photo of their paintball outing and the message " Glad you 're not here " . Clark gets the salesman job . Pam is grateful to Jim for arranging this but says she still misses her " old deskmate " , i.e. Jim . Pam briefly lifts Dwight 's spirits by suggesting they " haze the new guy " , though she makes Dwight stop that plan when he nearly suffocates Clark with shrink wrap . It is also hinted that Brian , the boom mike operator for the documentary crew , has grown a crush on Pam .

= = Production = =

" Junior Salesman " was written by executive story editor Carrie Kemper , who is the younger sister of cast member Ellie Kemper , making it her fourth writing credit for the series , following the ninth

@-@ season entry , " The Whale " . The episode was directed by series editor David Rogers , marking his eighth directing credit for the series , following the ninth season entry , " Andy 's Ancestry " . The episode features guest appearances from Matt L. Jones as Dwight 's cousin , Zeke . Jones had initially been cast for a proposed Office spin @-@ off centered on Dwight titled " The Farm " . A backdoor pilot was filmed , but upon review , the spin @-@ off was not picked up by NBC . The episode also features the first time appearance of Eric Wareheim as Gabor and Will McCormack as Wolf . In addition to new guest stars , the episode saw the return of several minor characters , including Lance Krall as Sensei Ira , Chris Gethard as Trevor , Noel Petok as Troy Underbridge , Beth Grant as Dwight 's babysitter , Melvina , and James Urbaniak as Rolf .

The press release for the episode included , " Erin tries to find her birth parents with Pete 's help " , although this plotline was completely absent from the episode . David Rogers , who is also an editor on the series , said that storyline was cut because " we had so much great comedy and needed the time for Dwight and his freaky friends and how Jim and the gang reacted " . Rogers also commented since they shoot in a documentary style , they can shoot faster than regular single @-@ camera comedies , meaning their first cut of the episodes can be 15 ? 21 minutes longer than the 22 @-@ minute air length , and several scenes need to be cut .

= = Broadcast and reception = =

= = = Ratings = = =

" Junior Salesman " originally aired on NBC on January 31 , 2013 , alongside the following episode , " Vandalism " . The hour @-@ long timeslot for The Office followed the one @-@ hour series finale of 30 Rock . In its original American broadcast , " Junior Salesman " was viewed by 4 @. @ 45 million viewers and received a 2 @. @ 1 rating / 5 percent share among adults between the ages of 18 and 49 , marking a slight rise in the ratings from the previous episode , " Customer Loyalty " . This means that it was seen by 2 @. @ 1 percent of all 18- to 49 @-@ year @-@ olds , and 5 percent of all 18- to 49 @-@ year @-@ olds watching television at the time of the broadcast . The Office ranked third in its timeslot , and was the highest @-@ rated NBC series of the night , although the hour @-@ long installment of 30 Rock received more viewers . 1 @. @ 91 million viewers watched the episode through DVR playback , bringing the total viewership to 6 @. @ 36 million .

= = = Reviews = = =

The episode received mixed reviews from television critics . Michael Tedder of Vulture awarded the episode ? along with " Vandalism " ? four stars out of five . He called it one of the " one of the silliest episodes in recent memory " , and complimented the break from the dramatic ending of " Customer Loyalty " . He also complimented the maturation of Dwight throughout the episode , calling this episode a " mile @-@ marker " for his character . He considered it superior to the succeeding episode , " Vandalism " . IGN writer Roth Cornet said the Dwight plotline yielded the " funniest and most disturbing moments of the night " , but that the episode didn 't allow for much work to be given to the rest of the ensemble cast . Cornet also went on to criticize Brian 's infatuation towards Pam and the potential " otherman " outcome for their storyline , stating that it would ultimately just be a " gimmick " . She gave the episode a 7 @. @ 5 / 10 , calling it " Good " . Bonnie Stiernberg of Paste considered the episode to be a build @-@ up to the " gut @-@ punch " scene between Brian and Pam in " Vandalism " , considering the only other important plot from the episode to be the Dwight @-@ Jim one . Stiernberg considered the Dwight @-@ Jim subplot to be " moderately funny " , but " predictably bizarre " . She gave the episode a seven out of ten , along with " Vandalism " .

Brett Davinger of The California Literary Review called Brian 's antics " creepy " , particularly his smile at the end of the episode . Despite this , Davinger complimented the episode for focusing on one single plot . Nick Campbell of TV.com wrote that " Junior Salesman " ? along with " Vandalism " ? was " so much sharper than last week 's trial in Dullsville " . Campbell also complimented the

return of Michael Schur as Mose and the performances of Matt L. Jones and Brian Baumgartner . Multiple critics considered the episode superior to " Vandalism " , particularly due to their displeasure with the Brian @-@ Pam storyline , which was more prevalent in " Vandalism " .