

**Job Title:** **Maternity Cover - International TV Sales, German speaking Europe & Nordics**

**Department: International TV Sales**

**Reports To: SVP & Head of Europe, EMEA Television Sales**

**Location: London, UK**

Our International TV Sales division is currently recruiting for a maternity cover to maximize revenues from the distribution of its television series and feature films across German speaking Europe and the Nordics.

The ideal candidate is an experienced sales executive with an outstanding track record in international TV & film distribution with strong expertise in scripted content, good organisational capabilities and the ability to take a strategic view of the business in each market. An expert deal maker who can drive sales directly in these key markets, with the ability to work cross-culturally, adapt to local market conditions and establish positive relationships across the regions. The candidate requires the ability to exert skilled influencing, to achieve success not only through leadership and sales ability, but also market knowledge, intellect and personal relationships.

**KEY RESPONSIBILITIES INCLUDE:**

* The ability to demonstrate proven experience as a sales executive for major international program distributors or studios
* Achieve annual sales budgets
* Manage the negotiation and closing of deals with broadcasters as well as to provide guidance on team negotiations
* Increase sales of programming across German speaking Europe & the Nordics
* Develop strategies to grow business, including processes and structures
* The ability to enhance relationships with clients for the benefit of Lionsgate, including frequent client visits to territories and key markets
* Follow up with clients on requests and coordinate solutions to contract/distribution issues
* Work closely with sales support staff, legal, operational & marketing teams
* Monitor the marketplace for changes and trends that affect sales activities

**SKILLS REQUIRED:**

* Must be willing and able to travel internationally
* Fluency in German or a Nordic language preferred
* Extensive experience in TV & film sales, including demonstrable evidence of sound sales techniques and excellent results
* Specific market knowledge of key players in the region and their ambitions
* Comprehensive knowledge of the broadcasting environment including specific market knowledge regarding genres and territories
* Excellent existing relationships with key partners & sound reputation within the industry
* Must be an effective presenter
* Excellent organisational skills to oversee windowing product though multiple sales cycles, inventory management and building and managing each region’s budget
* Current international network of established clients and contacts
* Excellent ability to interact professionally with all levels of personnel and management required
* Proven effective leadership and management skills
* Excellent verbal and written communication skills
* Demonstrate strong planning, organisational and time management skills, in order to manage multiple tasks and meet deadlines
* Must be a highly motivated and collaborative team player

**Objectives – seeking candidates who demonstrate the Lionsgate values:**

* **Collaborative** - a great team player who works well alongside all stakeholders
* **Passionate** - an ability to enrol, involve and motivate others with your ideas and plans
* **Innovative** – a creative flair, with the ability to think differently and offer new solutions and ideas
* **Inspiring** – demonstrate drive, tenacity and commitment to the job in hand
* **Integrity** – remaining true to the company’s values and always acting with positive intent