

**Job Title: Sales Director, International TV Sales (CEE)**

**Department: International TV Sales**

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

**Location: London, UK**

Lionsgate is a leading global entertainment company with a strong and diversified presence in motion picture production and distribution, television programming and syndication, home entertainment, family entertainment, digital distribution, new channel platforms and international distribution and sales. Our International TV Sales division is currently recruiting a Sales Director, to maximize revenues from the distribution of the television film and library catalogue. Planning and executing international sales activities with direct sales responsibilities for certain territories within CEE, working collaboratively in alignment with another sales representative for the region (and/or other territories to be assigned).

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

**KEY RESPONSIBILITIES INCLUDE:**

* To achieve or exceed annual sales budgets
* Grasping a strong knowledge of the Lionsgate catalogue and to be an expert in the assigned regions for this
* Pitch programming, manage the negotiation and closing of deals with broadcasters, platforms and services
* Increase sales of programming across specific CEE territories and/or other territories to be assigned
* Develop strategies to grow business, including processes and structures
* The ability to enhance relationships with clients for the benefit of Lionsgate
* Follow up with clients on requests and coordinate solutions to contract/distribution issues
* Work closely with sales support staff, legal, operations and other team members
* Monitor the marketplace for changes and trends that affect sales activities
* Regular finance tracking, deal tracking and reporting to senior management

**SKILLS REQUIRED:**

* The ability to demonstrate proven experience as a sales executive for major international program distributors or studios
* Ability to demonstrate extensive experience in TV sales, including demonstrable evidence of sound sales techniques and excellent results
* Specific market knowledge of clients in the region and their ambitions
* Comprehensive knowledge of the broadcasting environment including specific market knowledge regarding genres and territories
* An understanding of film windowing in the region is desirable
* 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, organizational, time management skills required; in order to manage multiple tasks and meet deadlines
* Must be a collaborative team player; must be able to adapt and lead in a team environment
* Highly self-motivated and driven to exceed targets
* Collaborative, influential approach to problem solving
* Numerate and able to provide clear financial reports. Good knowledge of Excel important
* Strong presentation skills and direct negotiation skills
* Must be willing and able to travel internationally

**Successful candidates must be able to 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

*Please include a covering letter in your application, together with your salary expectations.*