**Job Title: Sales Manager, TV**

**Department: International TV Sales**

**Reports To: Vice President, UK & Ireland, Greece & Turkey**

**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 TV Sales Manager, to support the Vice President, UK & Ireland, Greece & Turkey to maximize revenues from the distribution of the television, film and library catalogue.

The ideal candidate is a competent sales executive who can demonstrate skilled influencing, achieving success not only through sales ability, but also market knowledge, intellect and personal relationships.

**Key Responsibilities include:**

* Assisting with sales to the UK & Ireland, Greece & Turkey to achieve annual sales budget
* Researching channel profiles, programming offering, performance and making recommendations for programming packages
* Preparing availability lists for clients and historical sales information for internal use
* Preparing presentations and creating package ideas for clients
* Becoming an expert in the Lionsgate catalogue and keeping up to date with the development of new projects
* Liaising with clients and enhancing Lionsgate’s relationship with such clients
* Using the rights management system to check for collisions and analyse data
* Data entry of all deal memos into the deal workflow database
* Managing the UK output deals with major SVOD partners:
  + Issuing and tracking NOAs (notices of availability)
  + Maintaining, updating and tracking 1st Pay, 2nd Pay, DTV and catalogue film schedules and box office amounts
  + Researching and setting availability dates for the UK output deal(s)
  + Preparing monthly invoicing schedule
* Working closely with the business and legal affairs and finance teams
* Assisting with forecasting and maintenance of budgets
* Administration of files and record keeping
* Managing post-sales administration and acting as a contact point for all external and internal enquiries:
  + Researching and keeping up to date with current industry/channel news and trends
* Managing ad-hoc projects including analysis, tracking performance of series and films, and market research

**The Ideal Candidate**

* Ability to demonstrate experience in TV sales, including demonstrable evidence of sound sales techniques and excellent results, preferably within the UK
* Be familiar with programming sales and rights management
* An understanding of film windowing is desirable
* Comprehensive knowledge of the broadcasting environment
* Demonstrate strong planning, organizational, time management skills required; in order to manage multiple tasks and meet deadlines
* 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 is essential
* Strong presentation skills and direct negotiation skills
* Excellent verbal and written communication skills
* Ideally be educated at degree level

**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.*