**Job Title: Senior Sales Manager , Alternative Programming TV Sales**

**Department: International TV Sales**

**Reports To: EVP, WW TV Distribution**

**Location: London, UK**

**Lionsgate (NYSE: LGF.A, LGF.B)** is a vertically integrated next generation global content leader with a diversified presence in motion picture production and distribution, television programming and syndication, premium pay television networks, home entertainment, global distribution and sales, interactive ventures and games and location-based entertainment. The Company’s film and television portfolio includes the global box office phenomenon *La La Land*, which won six Academy Awards®,blockbuster film franchises including *The Hunger Games* franchise, *Now You See Me* and *John Wick* film series as well as the ground-breaking *Orange is the New Black,*the fan favorite *Nashville,*thebreakout success*Greenleaf*and hit STARZ series including *Outlander*, *Black Sails*and *Power.*

Lionsgate has an immediate opening for a Senior Sales Manager, Alternative Programming TV Sales. The ideal candidate is a highly experienced sales executive with an outstanding track record in alternative programming with strong expertise in unscripted content. An accomplished deal maker who can drive sales and establish positive and productive client relationships.

**Key Responsibilities include:**

* Seek, negotiate and finalize license agreements for Lionsgate’s slate of unscripted TV content and library titles for its expanding Alternative Programming department
* Create strong relationships with linear TV and digital clients; understand their needs; problem-solve requests
* Liaise with related departments (e.g., sales planning, legal, rights management, marketing) to develop general and customized solutions for clients
* Demonstrate increased value and optimize terms for each deal while maximizing license fees with existing and new clients through targeted offerings
* Generate specific avails lists and review for conflicts and overlaps
* Expand the number of licenses with existing and new clients through targeted offerings
* Collaborate with other members of the licensing team to create packages and maximize multi-territory licenses

**Qualifications & Requirements:**

* Ability to demonstrate previous alternative programming sales experience
* Experience in deal analysis and creating solutions
* Strong deal building & negotiating skills
* Extensive knowledge and understanding of deal terms including title availability, license fees, and rights grants
* Ability to quickly learn and utilize Lionsgate’s various content and rights management systems
* Experience in exploring new business models and current emerging rights trends
* Experience working on multiple, prospective deals with the ability to prioritize appropriately
* Motivated self-starter with experience working with both start-up and established businesses
* Ability to work both independently and collaboratively within a team
* Strategic thinker
* Strong communication and interpersonal skills
* Be willing to travel frequently to meet clients and further relationships, while staying current with market trends and conditions.

**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.*