**Job Title:** **AVOD, Coordinator**

**Department: International TV Sales**

**Reports to: Director, AVOD Licensing EMEA**

**Location: London, UK**

**JOB SPECIFICATION**

**Lionsgate is the premier independent producer and distributor of motion pictures, television programming, home entertainment, family entertainment and video-on-demand content. Its prestigious and prolific library is a valuable source of stable, recurring revenue and is a foundation for the growth of the Company’s core businesses. The Lionsgate brand name is synonymous with original, daring, quality entertainment in markets around the globe.**

**Lionsgate is recruiting for the role of AVOD Coordinator within our International TV Sales team, assisting the AVOD Director in our London office. This position will be fully ingrained in the dynamics of sales and management across all licensed rights in TV distribution but with a focus on Ad-Supported Video on Demand (AVOD). The role provides support for all EMEA advertising supported video-on-demand platforms and is critical in maintaining relationships with Lionsgate AVOD licensees.**

**Key Responsibilities include:**

* Support the sales team in day-to-day operations with domestic partners throughout sales lifecycle including, communicating title availability, contract negotiation, materials delivery monitoring, and financial reporting tracking
* Create, maintain, analyse, and update reports for AVOD sales teams
* Analyse title performance on various AVOD platforms; use performance reporting metrics and financials to optimize release plans and promotional strategies
* Liaise between various groups to establish strong inter-departmental communication ensuring all departments are in sync and working effectively and efficiently to move initiatives forward
	+ This includes, but is not limited to, marketing, operations, legal, motion picture and television development/production, and subsidiary companies

**Key Skills Required:**

* Ability to demonstrate extensive experience in a similar role
* Highly organized and detail oriented
* Ability to effectively communicate objectives or performance to executive stakeholders on behalf of the team
* Resourceful and proactive in finding solutions to complex problems with the ability to communicate those solutions to executive leadership
* Advanced knowledge of and experience in Excel and PowerPoint a must
* Proficient in data analytics and sourcing market research
* Interested in film and TV and ideally experienced within the TV, Film or Digital industry
* University degree or equivalent experience
* Fluency of language(s) represented in the EMEA territory preferred, but not required

**Our objective is to source candidates who demonstrate our global values:**

* **Resourcefulness** – We redefine what is possible.
* **Innovation** – We challenge the status quo in order to foster bold thinking and outcomes.
* **Collaboration** – We connect people and ideas to ensure all voices are heard.
* **Inclusiveness** – We pursue and embrace diverse talent and perspectives.
* **Empowerment** – We equip and entrust our people to cultivate growth and advance our mission.
* **Integrity** – We respect all individuals and honour our commitments to one another.