**Job Title: Director, AVOD Licensing EMEA**

**Department: International TV Sales**

**Reports To: VP, Global AVOD & SVP and Head of EMEA, International TV Sales**

**Lionsgate (NYSE: LGF.A, LGF.B) is a global content leader whose films, television series, digital products and linear and over-the-top platforms reach next generation audiences around the world.  The Company’s content initiatives are backed by a nearly 17,000-title film and television library and delivered through a global sales and distribution infrastructure.  The Lionsgate brand is synonymous with original, daring and ground-breaking content created with special emphasis on the evolving patterns and diverse composition of the Company’s worldwide consumer base.**

**We are current recruiting for the role of Director, AVOD Licensing EMEA for the Television and Digital Distribution team, who are responsible for the distribution and licensing of Lionsgate’s 16,000-title film and television library to linear and streaming platforms around the world.**

**Key Responsibilities:**

* Represent Lionsgate’s library of film and television product across a variety of clients in Europe, the Middle East, and Africa
* Work closely with senior management, sales planning, business affairs, marketing, and research teams to create targeted content offerings to existing and potential new clients
* Expand AVOD deal volume with licensees
* Increase license fees and improve terms for each deal
* Pursue and win new business
* Provide support on high priority sales initiatives and negotiations

**Key Skills required:**

* Ability to demonstrate extensive experience in television sales and/or acquisitions having negotiated deals through the full lifespan from pitching through closing
* Deep understanding of the TV/AVOD landscape in Europe, the Middle East, and Africa
* Existing relationships with the major television networks, streamers, and production companies in Europe, the Middle East, and Africa
* Keen consumer of television and film content from the United States, EMEA, and around the world
* Excellent negotiation and presentation skills
* Strong attention to detail and ability to multi-task, prioritize and thrive in a fast-paced environment
* Bachelor’s Degree preferred 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.*