**Title: Vice President, Distribution/Account Management, EU**

**Reports To**: **SVP, International Distribution and Business Development**

**Location: London (other EU locales may be acceptable)**

Starz, a Lionsgate company (NYSE: LGF.A, LGF.B), is a leading global media and entertainment company that produces and distributes premium streaming content to worldwide audiences across subscription television platforms. Starz is home to the flagship domestic STARZ® brand, STARZ ENCORE, 17 premium pay TV channels and the associated on-demand and online services, including the highly-rated STARZ app. With the launch of the STARZPLAY international premium streaming platform and STARZ PLAY Arabia, Starz is expanding its global footprint in a growing number of territories. Sold through multichannel video distributors, including cable operators, satellite television providers, telecommunications companies, and other online and digital platforms, Starz offers subscribers more than 10,000 distinct premium television episodes and feature films, including STARZ Original series, first-run movies and other popular programming.

STARZPLAY is an SVOD service launched in the UK and Germany with additional territories launching in 2019. The role of Vice President, Distribution & Account Management will ultimately be responsible for helping build STARZPLAY into a leading OTT network across Europe. This key individual will play a pivotal role in driving third-party distribution with new platforms and growing existing partnerships with local/regional distributors. The role will also require extensive cross-functional collaboration with the STARZPLAY programming, marketing, and operations teams to identify and implement various partner initiatives to improve KPIs. Ultimately, the VP Distribution/Account Management will be accountable for achieving subscriber and revenue targets in the region.

**Key responsibilities include:**

* Identify new distribution opportunities with cable, IPTV, mobile operators, over-the-top platforms;
* Work closely with the distribution and business development team in Santa Monica to negotiate and close distribution agreements;
* Create strong working relationships with existing distribution partners and become their central point of contact across STARZPLAY
* Manage in-marketing marketing teams
* Develop and implement opportunities to drive subscriber growth and retention;
* Regular reporting to the STARZPLAY leadership team up-to-date on market changes and trends that could affect the business;

**Required Experience and Skills:**

* Ability to demonstrate an in-depth level of experience in partner-facing roles in media, entertainment, or technology, together with significant experience working with SVOD/OTT networks
* Detailed knowledge of Western EU markets and distribution platforms
* Extremely well-organized with excellent communication skills
* Highly analytical and experienced in data-driven decision-making
* Effective at cross-functional collaboration and alignment in matrix environment
* Comfortable with ambiguity
* Results oriented
* MBA preferred but not required