

Universal Pictures International Entertainment Director of International Artist & Repertoire



The Universal Pictures International Entertainment A&R team have enjoyed huge success in creating and producing content across all genres including comedy, TV, music, children's, sport, fitness, interactive, event and special interest. This content is distributed across many platforms internationally including DVD, DTO, TV, mobile, internet and spoken word.

The Director of International A&R will have responsibility for:

- Planning and delivering an annual acquisitions/production strategy for the international territories
- Proactively acquiring programming in all genres for all platforms as well as identifying new content and distribution opportunities available to the company
- Nurturing existing talent and licensors as well as bringing in new licensors to work with Universal
- Spotting the next hit before anyone else does and championing it within Universal
- Managing all areas of the role, from programme production and new content pitches to contract and budget planning

If you have the skills, passion and enthusiasm for this role, please submit a full CV, including your current remuneration package to our advising consultant Dominic Warman, by emailing universal@handle.co.uk

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handle recruitment limited

tel: 0207 569 9999

www.handle.co.uk

COULD YOU SELL THIS MONSTER?

Worldwide In 32 Countries

International Business Development c60K+

Universal Pictures is one of the leading studios in the world, responsible for some of the greatest films ever made including; ET, Jaws, Jurassic Park, Bridget Jones, Gladiator and The Hulk.

As Director of Licensees your objective will be to license Universal Pictures' international slate of video/DVD titles to 32 Licensees (sales agents) around the world, maximising revenue. You will need to approve all campaign and promotion deals as put forward by the Licensees and service their marketing and sales queries.

The successful candidate will be a strong commercial negotiator, from a marketing or sales background, preferably with international experience. Good at deal analysis to optimise profit, highly numerate, with a strong understanding of the video industry. A self-starter who gets the job done with loads of enthusiasm and energy.

If you want a job to make your friends green with envy then please submit your CV with salary details to:

Peter Tafler, Handle Recruitment Ltd
4 Gees Court London W1U 1JD



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Sales Director

£ substantial package, car, benefits

Universal Pictures is one of the leading studios in the world, responsible for some of the greatest films ever made including: ET, Jaws, Jurassic Park, Bridget Jones, Gladiator, and the highly anticipated King Kong.

The UK operating company is responsible for the distribution of Home Entertainment product in all of its formats including DVD. They have an unparalleled portfolio of both Feature Film & Catalogue, in addition to a formidable selection of special interest titles.

As Sales Director, your responsibility is to manage the Universal Pictures UK sales team and customer relationships, in order to deliver the company's revenue and profit objectives.

Part of the senior management team, some of your responsibilities will be:

- Working closely with the divisional Marketing Directors to optimise available resources, ultimately delivering agreed sales
- Developing our high profile customer relationships through a sophisticated understanding of their strategies, objectives and negotiation of trading terms
- Having budget responsibility for the UK sales team, managing and developing staff to their full potential

To fulfil this role, we require only people of the very highest calibre: a creative, numerate and innovative sales focussed professional, with an understanding of the UK retail market second to none. With a life long passion for film and an outstanding track record in their career so far, the candidate must be an inspirational leader, accountable, resourceful and forever curious.

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4 Geez Court London W1U 1JD
Tel: 020 7569 9090

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International Marketing Director

c£60,000 + bonus

Universal Pictures (UP) is the motion picture division of NBC Universal, one of the world's leading media and entertainment companies. UP is involved with the development, production, marketing, distribution, and sales of feature films on a worldwide basis across all consumer platforms. Major recent UP releases include King Kong, Cinderella Man, Brokeback Mountain, Miami Vice, United 93 as well as classics like ET, Jaws And Gladiator.

Universal Pictures International undertakes all commercial activity for the studio outside North America and has enjoyed unprecedented growth over the last 6 years with revenue increasing from \$300 million in 1999 to \$1.5 billion forecasted in 2006.

Working on New Release Home Entertainment Product (DVD), you will lead the development, strategy and launch of major titles. Collaborating with operating companies across a wide variety of territories outside the US, you will be responsible for maximising revenue and maintaining key relationships. You will need an all round knowledge and experience of developing and implementing marketing plans. Having international experience is an advantage but more importantly you need to have commercial experience gained within an operating company, overseeing P&L's and all facets of the marketing mix. The ability to be able to discuss/challenge with marketing directors in the territories everything from their strategy, to the P&L, marketing spend, media plan, PR/promotions strategy, as well as developing all the materials required is the key to success in this role.

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Contact: Peter Taffler, peter@handle.co.uk
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