



Example of Director, Distribution Job Description

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Our innovative and growing company is hiring for a director, distribution. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for director, distribution

- Lead the implementation of regulatory changes, internal and external house rules in terms of work flow, forms and system enhancement
 - Generate and implement strategic/tactic Account Development Plans and Joint Business Plans with digital accounts to meet or exceed targets at account and title levels
 - Drive the implementation of digital promotions and trade activities, developing joint plans with accounts and agreeing guidelines for execution
 - Support TDAM (Territory Digital Account Manager) in daily management of LAM business and both short and long term strategy
 - Work with the marketing, sales and commercial teams to help determine product range, promotional price offers and placement that maximize SPE transactional digital sales with each account
 - Aid and assist in defining key promotional and merchandising requirements for key accounts in the territories, and monitor account performance
 - Work with the Vice President & GM, Nordic & Baltic and Senior Director, Commercial Development, UK and Northern Europe to develop negotiation strategies and develop best practice for key deals
 - Lead and manage a direct team of three based locally and also manage an agent in the Baltics
 - Liaising and working closely with other teams / functions in the business including advertising sales, marketing and finance
 - Manage existing carriage agreements and platform – DTT and Pay - relationships in the UK and Ireland
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- Ability to manage complex financial issues and Excel analyses
- Proven ability to build confidence and trust with department members and external business partners
- Self-motivated and able to effectively operate in a challenging, high-energy environment
- Strong command of financial software packages and Microsoft Office suite
- Media, especially cable experience, preferred
- To oversee all aspects of distribution of motion pictures in specified territories