



Example of Media & Entertainment Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of media & entertainment. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for media & entertainment

- Measure and report on the effectiveness of your sales programs
- Engage customers - collaborate with sales leaders and engineering teams to drive design wins and platform adoption for M&E customers on the AWS platform
- Develop partnerships – proactively develop industry solution maps for the M&E specialty and engage the leading solution and service providers
- Learn and teach – build an AWS M&E global industry team
- Access, engage and manage effective relationships with a variety of talent and related personnel
- Develop and execute creative concepts around corporate events, tours, festivals, theatre, sports and other entertainment events
- Develop and launch new entertainment concepts with said talent
- Leverage contacts and working relationships within talent representation
- Launch, manage, and optimize live branded content campaigns across multiple distribution platforms (owned & operated sites, social platforms, YouTube) in accordance with objectives, pacing requirements, and adjustments from sales planning teams
- Enforce brands to submit branded content request form to confirm accurate campaign goals and parameters from sales planners

Qualifications for media & entertainment

- Native Mandarin speaker with English fluency

- 5+ years significant industry knowledge and experience selling cloud, hosting and/or managed services into Fortune 1000 companies (where the environments involve a complexity of 2 servers, firewall and above)
- You understand the media and entertainment industry, key stakeholders, market dynamics and opportunities
- You are a great teammate who recognizes that we are scaling fast and can listen to and voice viewpoints internally
- You are comfortable collaborating with all levels of management (externally and internally) and communicating cross-functionally in a structured and clear manner to influence outcomes