

Director of Distribution mQ TV

MolQ Entertainment

Job Description

Company Description:

MolQ Entertainment is an American technology and media and entertainment company with our U.S. headquarters in Stamford, CT and our international headquarters in London U.K. We are launching two global streaming media platforms including our vMVPD, mQ TV launching 50+ global TV networks including our own 24/7 global news and 24/7 sports networks and mQ Films, our independent film, documentary, series and original programming global streaming platform.

mQ TV specializes in global news, sports, e-sports, lifestyle, and music entertainment TV networks will launch exclusively in the U.S. in September 2025. mQ Films will launch first in the U.S. in 4Q 2025, in Canada 2Q 2025 and in the U.K. and Ireland 3Q 2025.

Position Summary:

The Director of Distribution mQ TV will develop and execute strategies for the distribution of mQ TV across the U.S., Canada, and the U.K.'s cable operators, Telcos, mobile, smart TVs and other streaming platforms.

The candidate will be responsible for negotiations with streaming media partners, Telcos, MVPDs, SVOD and AVOD distributors, and device manufacturers (including smart TV, mobile and computer manufacturers) for the distribution of mQ TV.

The candidate will be responsible for reaching both distribution goals and annual revenue targets. He or she will manage relationships with our TV network partners, develop and establish relationships with new TV networks and AVOD strategic partners. The candidate should have expertise in securing U.S., Canada and U.K. distribution deals. This role will report directly to the President of mQ TV and mQ Films.

This is an opportunity to take on a key role in a fast growing and early-stage company that involves closely working with the management teams, department heads and other stakeholders as MolQ Entertainment's streaming services mQ TV and mQ Films disrupt the \$1 trillion global streaming media industry.

Responsibilities:

- 1. Negotiate content distribution deals with TV networks, Smart TV, mobile, Telcos, SVOD and AVOD distributors, MVPDs and other streaming partners.**
- 2. Oversee partner management for all domestic and international distributor partners.**
- 3. Responsible for growing subscriber base and distribution revenue through**

existing partnerships and new business development.

4. Develop and implement strategies to increase distribution of vMVPD mQ TV streaming platforms.

5. Work closely with the company's senior management team including our CEO, General Counsel, Head of MolQ TV, and the company's CFO and Vice President Finance on new and existing distribution agreements.

6. Cultivate strong relationships with all distributors and strategic technology partners by maintaining a deep understanding of their business in order to maximize revenues.

7. Serve as a key representative for various internal groups by providing marketplace updates, global distribution updates, and serving as a source of strategic guidance.

8. Communicate current marketplace information on industry trends for competitive products including: business models, deal terms and strategic partnerships / marketing.

10. Work on special projects and presentations with the President of mQ TV and mQ Films.

Requirements:

* This candidate must have the knowledge, drive, energy and commitment to drive subscriptions and revenues.

* This candidate must be a strategic thinker, extremely organized and disciplined while also maintaining the ability to be a tactical executor under tight time constraints.

* Must have an understanding of affiliate and/or streaming media agreements and experience with substantive deal negotiation.

* Must be extremely competent in all aspects of the streaming media ecosystem

* Candidate needs to have excellent sales, communication and presentation skills.

* Candidate should have a proven track record of relationship management and year over year revenue growth with existing partners.

* Must have impeccable communication skills and be a strong team player.

* Willing to travel up to 40% of the time.

* 10+ years experience in a fast-paced media-related business required.

* Undergraduate degree required and MBA / JD preferred.

* Must have the legal right to work in the United States.