



mQ Films / mQ Studios

Vice President, Content Licensing and Acquisitions

### 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. mQ Films will feature independent films, documentaries and series from around the globe, including award winning films from Cannes, Berlin, Toronto, Venice, Sundance, SXSW, Telluride, Tribeca and others, along with the best of independent cinema and Hollywood classics, and original films produced by mQ Studios.

Position Summary: This is an opportunity to take on a key role in a fast growing and pre-IPO company that involves direct access to the management teams, department heads and other stakeholders. This position is a key member of the mQ Films' content & programming team and requires a high level of collaboration across internal teams including Content Strategy, Finance, Research, Business affairs/Legal, Original Programming, Marketing, Scheduling, Ops, Product and PR.

You will report to and work closely with the President of mQ Films to develop and execute on mQ Films' content acquisition strategy and assist in all major negotiations with independent studios and distributors including content selection, deal structuring, financial analysis & forecasting, contract review, and communication of deal parameters internally.

### Responsibilities:

- Take a leading role in negotiation of commercial terms on all content licensing agreements; collaborate with BA/Legal through long-form execution.
- Develop the team's film festival acquisitions strategy, incorporating financial analysis, research, and stakeholder parameters.
- Oversee the tracking and evaluation of all key films and series in the international marketplace and film festival circuit.
- Oversee the evaluation of extensive lists of available films and/or series submitted by distributors for consideration by mQ Films.
- Track industry trends, analyze competitive information and make recommendations to senior management on executable tactics.
- Have established and active relationships with all key domestic and international content suppliers, producers, talent agencies, film festival programmers and production companies.
- Manage the MolQ Films content curation teams and drive the monthly programming strategies for all SVOD & AVOD services.
- Assist the President of mQ Films in the development and implementation of Fast Channel models and be the primary executive overseeing their day-to-day management.

### Qualifications

- Minimum of 7+ years of experience in content acquisitions and executive management ideally at a major streaming media company, entertainment company, or global film sales organization.
- Facility with SVOD, AVOD & Fast Channel research tools and methodologies with strong critical thinking skills that allow for intense attention to detail as well as the ability to see the big picture
- Encyclopedic knowledge of and passion for film history, foreign language films, documentaries as well as current trends in film distribution and production and familiarity with and strong knowledge of the television, streaming and theatrical market and digital-distribution landscape.
- Command of market trends and industry shifts, new distribution models, platforms, and business opportunities; with an ability to strategically assess opportunities and make data-driven decisions.
- Demonstrated ability to thrive in a fast-paced, demanding environment while maintaining calm and composure. Must be able to multi-task several a large volume of projects that must be considered and potentially licensed.
- Assist the President of mQ Films to create presentations and action plans to present to executive leadership about what content needs to be acquired and why, and then be able to execute that action plan.

Requirements:

- BA with a degree in communications, mass media, film history or related fields of study.
- Excellent communication, presentation, persuasion, and diplomacy skills.
- Digital marketing experience is desirable and a strong plus.
- BA in Business Management and/or Finance is desirable. JD or MBA a must
- Ability and willingness to travel both domestically and internationally.
- Preference for the employee to be based in either the New York City area or Los Angeles