



VP of Film and Episodic Sales - Los Angeles

Our client is a leading post-production services company specializing in high-quality solutions for Film and Episodic content. Their experienced team provides end-to-end post-production services including Color, Offline Editing, Finishing, DI, Dailies, and more.

The person taking on this role will lead sales strategy and execution across the full array of our client's post-production services in the Film and Episodic space. The VP of Sales will also be responsible for identifying new business opportunities, developing strategic partnerships, and leading sales efforts to achieve company objectives.

This senior leadership position requires a seasoned sales professional with deep understanding of the market landscape, strong industry relationships, and a proven track record of driving revenue growth.

Organizationally, the company maintains an ongoing goal of increasing the diversity of their talent roster and employees.

Reports to: Company President

Key Responsibilities:

- **Sales Strategy Development:** Develop and implement a comprehensive sales strategy to drive revenue growth for film and episodic post-production services.
- **Revenue Growth:** Achieve and exceed sales targets by identifying and capitalizing on new business opportunities and market trends.
- **Client Relationship Management:** Build and maintain strong relationships with key clients, including major studios, production companies, and streaming platforms.
- **Team Leadership:** Lead, mentor, and develop other company professionals, fostering a high-performance culture and ensuring alignment with company goals.
- **Market Analysis:** Conduct market research and analysis to identify emerging trends, competitive landscape, and potential opportunities for growth.
- **Contract Negotiation:** Lead negotiations for high-value contracts, ensuring favorable terms and long-term partnerships.
- **Cross-Functional Collaboration:** Collaborate with production, marketing, finance, and other departments to ensure seamless project execution and client satisfaction.
- **Sales Reporting:** Monitor and report on sales performance metrics, providing insights and recommendations for continuous improvement.
- **Industry Engagement:** Represent the company at industry events, trade shows, and conferences to enhance brand visibility and network with industry stakeholders.

Qualifications:

- Bachelor's degree in Film, Media Studies, Business, Marketing, or a related field.
- Minimum of 10 years of experience in sales within the film and episodic post-production industry.
- Proven track record of achieving and exceeding sales targets.
- Strong network of industry contacts, including studio executives, producers, DPs and directors.
- Excellent leadership and team management skills.
- Exceptional negotiation and contract management abilities.
- In-depth knowledge of post-production workflows, technologies, and trends.
- Strong analytical and strategic thinking skills.
- Excellent communication and presentation skills.
- Ability to travel as required.

Benefits:

- Competitive salary and performance-based bonuses.
- Comprehensive health, dental, and vision insurance.
- Retirement savings plan with company match.
- Generous paid time off and holidays.
- Professional development opportunities.
- Collaborative and dynamic work environment.

Base pay is one part of the total compensation package and is determined within a range. This provides the opportunity for base compensation to progress as you grow and develop within a role. (Your total compensation package may also include a bonus or commission-based payments.)

The base pay range for this role is between \$190,000 and \$225,000, and will depend on your skills, qualifications, and experience.

For more information, please email us at apply@rachelelewis.com and include your Resume. If you fit the criteria, we will come back to you with the next steps. Thank you - www.rachelelewis.com

ABOUT RLT - RLT is a highly specialized Talent Acquisition Firm with w/25+ years experience in Animation and VFX. Our clients hire our firm to assist in their senior talent acquisition needs. There is never a fee to candidates we place.