

Head of International Development Stage Entertainment

Founded in 1998 by Dutch television and theatre entrepreneur Joop van den Ende, Stage Entertainment is one of the world's largest theatre producers and owners. The company has earned a reputation as a first-class theatrical production company focusing on Europe. With offices in the Netherlands, Germany, the United Kingdom, Spain, Russia, France, Italy and the United States, the group produces some of the best-known titles in musical theatre. The company stages licensed productions from its world-renowned partners as well as new, original productions created entirely in-house. Stage Entertainment employs more than 3,000 people worldwide, and over 7 million visitors attend a Stage Entertainment production every year. Today the brand is widely known for the exceptional quality of its shows and the warm hospitality extended to its audiences.

TINA, The Tina Turner Musical began previews in March 2018, and had its West End World Premiere at The Aldwych Theatre on 17th April 2018. Presented in association with Tina Turner, the musical has Book by Katori Hall (*The Mountaintop*), Direction by Phyllida Lloyd (*Mamma Mia!*, *The Iron Lady*), Choreography by Anthony van Laast (*Mamma Mia!*, *Sister Act*) and Set and Costume Design by Mark Thompson (*Charlie & The Chocolate Factory*, *Bombay Dreams*). Tali Pelman, Joop van den Ende and Stage Entertainment are Producers, alongside Tina Turner and her husband Erwin Bach as Executive Producers.

Stage Entertainment is now recruiting for the new role of Head of International Development, based in Stage Entertainment's UK office and reporting to Tali Pelman, Group Creative Managing Director.

The Head of International Development will be responsible for driving development of new content internationally to support the expansion of Stage Entertainment's musical content slate. S/he will work closely with the Group Creative MD to identify, pursue and develop musical titles for future production and programming across the Stage Entertainment group.

Primary responsibilities include, but are not limited to:

- Managing submissions and providing critique of projects under consideration, including script readings and workshops.
- Organising and running readings, workshops and casting for development projects.
- Hands-on creative development, working with underlying rights holders, authors and creatives, as applicable, on projects on the content slate.
- Working with the internal legal team to negotiate rights acquisitions, commissions and contracting of creative talent.
- Setting and managing budgets for projects in development.
- Working with internal executive producers across the Stage Entertainment group to
 - adapt and develop non-replica titles, such as musical revivals
 - transition original content projects successfully from development to production
- Collaborating with the internal commercial team to ensure alignment of creative and commercial objectives for projects in development.
- Acting as a resource for the country teams in providing support and creative input for both original and non-replica titles as required.

The ideal candidate will have the following qualities:

- Significant experience in a comparable position in the theatre industry, with demonstrable experience in the development of new work for the stage.
- Excellent dramaturgical skills and a strong creative background.
- Excellent interpersonal, communication and written skills.
- The ability to work successfully across cultures and in an international and fast-paced environment.
- Interest, experience and/or understanding of live entertainment trends and consumer behaviour in continental Europe.
- Team player who is proactive and self-motivated.
- Strong negotiation and persuasion skills, well versed in negotiating rights and contracting talent.
- Proven experience managing and controlling budgets for projects in development.
- Strong organisational skills, able to coordinate and contribute to multiple projects with teams across different territories.
- Strong creative network in the theatre and/or entertainment industry.
- Appetite for, and ability to undergo extensive international travel.
- Comfortable in a corporate environment.