

INTERNATIONAL PROGRAMMING ASSOCIATE JOB DESCRIPTION

Stage Entertainment

Stage Entertainment is one of the world's largest musical theatre producers and owners. We have offices and own theatres across Europe and produce some of the biggest titles in musical theatre. Our international show portfolio ranges from iconic titles such as *Mamma Mia!*, *Chicago*, *Lazarus*, Disney's *The Lion King* and *Aladdin*, to originally developed work from within the group such as *Anastasia* and *Tina - The Tina Turner Musical*. We are proud of our wide variety of shows that excite a broad range of audiences from London to New York, Madrid to Hamburg, and Amsterdam to Paris.

'Touching hearts, creating memories' is our mission and with 3,000 brilliant and talented, diverse individuals worldwide, we deliver a premium experience to those 10 million people who visit a Stage Entertainment production or venue each year.

We live, breathe and dream live entertainment, are connected by a shared passion and put our heart and soul into everything we do. We respect everyone's talents and embrace our differences and the unique role we each play in the bigger team.

As a leading company we have the unique combination of sophisticated creative and business capabilities, while we keep pace with change, explore new directions, and look for ways to improve and innovate.

The Role

The International Programming Associate is a member of Stage International's Content Team, which is part of the Group Production Function covering the whole end-to-end process for our productions across all our territories.

The International Programming Associate will support the senior management in the Content Team strategically to source musicals worldwide for Stage Entertainment's expanding content pipeline. Together with Tali Pelman, Group Creative Managing Director, and Dan Hinde, Group Content Director, to whom this role reports, the successful candidate will pursue and secure key musical titles for future programming across the Stage Entertainment group. The role can be based in either Stage Entertainment's London or Amsterdam office.

Primary responsibilities include, but are not limited to:

- Pro-actively scouting shows across North America, the UK, Europe and beyond.
- Assessing shows and submissions for programming across the Stage Entertainment group and writing analytical reports for international senior management.
- Reviewing investment opportunities in third party productions as required.
- Supporting key strategic relationships with content providers, such as regional producing theatres in the UK, US and Europe with a view to increasing the product pipeline.

- Supporting the Content and Creative Directors in license negotiations and co-production agreements related to content licensing or investment.
- Working closely with the Commercial Director to support analysis and evaluation of shows under consideration for programming, including involvement in market research.
- Acting as a resource for the country teams when needed, in evaluating relevancy and strength of titles for their markets.
- Upgrading, professionalising and maintaining the Content Database.
- Representing the Content Team at readings/workshops and industry events worldwide, as required.

Candidate Profile

Experience

- Significant experience in the theatre industry in programming, marketing, scouting, or licensing commercial productions internationally.
- Experience of evaluating theatre product for targeted audiences.
- Experience of working in a commercially driven live entertainment organisation.
- Experience of working with multiple stakeholders.
- Some experience of working internationally, or with international partners, ideally within Europe, is important.

Skills

- Proven marketing and commercial skills.
- Excellent analytical skills.
- Influencing and persuasion skills.
- Excellent interpersonal, communication and written skills.
- Strong decision-making skills.
- The ability to work successfully across cultures and in an international and fast-paced environment.
- Proactive and self-motivated team-player.
- Comfortable in a corporate environment.
- Fluent in Word/PowerPoint/Excel.
- Languages are an advantage (ideally German, or any other European language)

Knowledge

- Knowledge of, or interest in live entertainment trends and consumer behaviour in international markets, specifically in Europe.
- Strong network in the theatre industry.

Extensive international travel will be a requirement of the role.

How to apply

Further information on the role and details of how to apply can be obtained from Heather Newill on hnewill@aeminternational.co.uk or 01728 660026.