



POSITION DESCRIPTION

Australian Broadcasting Corporation

Label	Description
Position Title:	HEAD BUSINESS AFFAIRS
Position no:	50062588
Team:	[Entertainment & Specialist]
Department:	Content Business
Location:	Ultimo
Reports to:	HEAD CONTENT BUSINESS 30006625
Classification:	Senior Executive
Schedule:	[Executive]
Roster cycle	[Executive]
Band/level:	[EL 2]
HR Endorsement:	3/11/2021

Purpose

To provide strategic advice and leadership on the ABC's rights strategy and to lead the team responsible for the negotiation of rights and deal terms associated with the development, commissioning and acquisition of ABC Content.

Key Accountabilities

- Working with Head of Content Business, advise on and implement the ABC's rights strategy for commissioned and acquired content including:
 - provide strategic advice on rights related issues, working across content and distribution teams to meet ABC wide objectives.
 - negotiate key industry agreements to deliver the ABC rights strategy.
 - contribute to collaborative relationships with Screen Australia, state screen agencies, other funding bodies, the independent production sector and industry bodies representing creative talent and foster industry understanding of the ABC rights strategy, including through participation in industry conferences.
- Liaising with E&S business, content and distribution teams and ABC Commercial oversee negotiations to secure commissioned and acquired content including:
 - manage the team responsible for the effective negotiation of rights and deal terms associated with content development and commissioned production to ensure corporate

- o objectives are met, in particular for Entertainment & Specialist, and for other content teams as required.
 - o manage the team responsible for the effective contracting of acquired content to ensure corporate objectives are met, in particular for Entertainment & Specialist, and other content teams as required.
 - o assist Entertainment & Specialist in implementing the team's strategic objectives and in meeting the wider corporate objectives and manage business risks associated with commissioned productions and acquisitions .
 - o manage the Business Affairs team to ensure that it provides high level advice and effective and strategic negotiation outcomes in a timely manner.
 - o ensure optimal rights are secured in content on behalf of all ABC content teams.
- Devise, implement and manage negotiation and contracting processes to meet the priorities of the content and distribution teams and ABC Commercial, including;
 - o manage Business Affairs responsibilities within the commissioning and acquisitions process to ensure production and distribution requirements are met and compliance with ABC policies.
 - o work closely with Acquisitions & Production team within ABC Legal on the implementation of the ABC rights strategy and management of business risks through effective contract negotiation and upward referral of legal issues and risks as appropriate.
 - o Contribute to effective rights and contract management through participation in ABC wide initiatives to manage rights data and contractual obligations.
 - o Optimise efficient and cost effective contracting processes and implement a culture of continuous improvement.
- Strategically contribute to the development of benchmarks for the commissioning and acquisition of content to deliver value for money and optimise the cost effective implementation of the ABC rights strategy.
- Ensure that principles of good governance are adhered to and internal governance processes are complied with, including working with ABC Editorial Policies, ABC Legal and Finance to ensure compliance with the ABC policies.
- Ensure the Business Affairs team works collaboratively with content and distribution teams and ABC Commercial, and other teams as required, and provides effective and timely communication on Business Affairs matters.
- Actively promote the ABC values and apply all relevant workplace policies and guidelines.
- Cooperate with any reasonable instruction, procedure or policy relating to safety and take reasonable care for your own safety and that of other people who may be affected by your conduct while at work. Additional WHS responsibilities apply to Managers and Supervisors, Team Directors, and other Officers.

Key Capabilities/Qualifications/Experience

1. Appropriate tertiary education, law degree required.
2. Demonstrated leadership ability at senior level and experience in devising and implementing strategy and working with industry partners to achieve objectives.
3. Extensive demonstrated experience in commercial negotiation of deal terms and rights strategies associated with local and international production and financing arrangements and acquisitions arrangements over a wide range of content and distribution platforms.
4. Experience managing a Business Affairs or Legal commercial negotiation team.
5. Highly developed communication and negotiation skills.

6. Substantial knowledge of the television and broadcasting industry and strong understanding of industry challenges in the current media environment.
7. **ABC Principles:** Demonstrated commitment to the ABC Principles of We are ABC, Straight Talking, People Focused, Accountable and Open & Transparent.
8. **ABC Policies:** Understanding of the relevance and scope of ABC policies and the ABC Principles and a commitment to adhere to these; particularly in relation to complying with health, safety and wellbeing requirements in the workplace and acting in accordance with the ABC Principles.
9. **Diversity and Inclusion:** Experience in building an inclusive and supportive culture where diversity is valued.



www.abc.net.au/careers