



POSITION DESCRIPTION

Australian Broadcasting Corporation

Label	Description
Position Title:	BUSINESS AFFAIRS LEAD
Position no:	50014693
Team:	[Content]
Department:	Partnership & Negotiation
Location:	Ultimo, Sydney
Reports to:	HEAD BUSINESS AFFAIRS 50062588
Classification:	Administrative/Professional
Schedule:	[Schedule A]
Roster cycle	[Non-Rostered]
Band/level:	[Band 9]
HR Endorsement:	27/02/2024

Purpose

Contribute to the effective negotiation of the rights and financing associated with the development, production and co-production of commissioned content and licensing of acquired content across all ABC platforms in accordance with the Corporation's objectives.

Key Accountabilities

- Work closely with Content teams to meet divisional priorities for commissioned and acquired content.
- Build and maintain strong relationships with key stakeholders of commissioned and acquired content.
- At the instruction of the relevant Content team, lead and manage the negotiation of commissioned content to deliver Contents strategic outcomes, including development, production, investment, distribution and financing arrangements as well as talent agreements, music agreements and underlying rights agreements on behalf of the Content teams.
- Manage the negotiation and finalisation of all project documentation for commissioned content in accordance with the commissioning process.
- Negotiate all deal terms (excluding budget) for commissioned content with third parties relating to the project, applying all relevant ABC policies and standards.

- Draft, negotiate and finalise development agreements, talent agreements, music agreements and commissioned content production deal terms and long form contracts as required.
- Provide strategic advice to ABC stakeholders in the Content and other teams on commercial aspects of deal terms and management of risk.
- Contribute to the effective contracting of acquired content across all ABC platforms.
- Draft, negotiate and finalise acquisitions contracts as required, liaising with program suppliers and internally.
- Upward refer risk issues to Head Business Affairs and work collaboratively with the Business Affairs team, including supervising and managing team members as required.
- Oversee or undertake accurate data entry of rights into the ABC's rights management systems as required.
- Contribute to the development and updating of Business Affairs and wider ABC policy.
- Work with Legal and Business Affairs colleagues to ensure that consistent pro-formas are used and updated to keep pace with technological developments in the industry.
- 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 essential.
2. Extensive experience leading commercial negotiation at a senior level, including drafting deal terms, driving project outcomes and providing strategic advice, with experience in deals relating to the development, production and acquisition of television programs and related financing, underlying rights and distribution agreements required. Experience in scripted productions preferred.
3. Significant experience in drafting long form documentation required.
4. Proven experience in contract management and an understanding of rights management, preferably within a business affairs department.
5. Strong understanding of the television, streaming and broadcasting industry and the commercial and risk issues associated with commissioning and acquiring television programs.
6. Highly developed interpersonal and communication skills and the ability to foster internal and external stakeholder relationships.
7. Experience working as part of a small team, with experience managing staff preferred.
8. Demonstrated ability to work well under pressure and to achieve agreed outcomes within the specified timelines and to exercise initiative and independent judgment.
9. **ABC Principles:** Demonstrated commitment to the ABC Principles of We are ABC, Straight Talking, People Focused, Accountable and Open & Transparent.
10. **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.
11. **Diversity and Inclusion:** Ability to communicate effectively and build relationships with people from a range of diverse backgrounds.



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