



Business Affairs Manager (Radio Commissioning & Music)

- Be a part of Australia's independent national broadcaster
- \$99,968 - \$110,447 p.a. + choice of 15.4% super
- Convenient CBD location in the heart of Ultimo (near Central Station)
- Contract Vacancy for Approximately 6 Months

Working at the ABC

The ABC is the nation's most trusted and independent source of Australian conversations, culture, and stories. With over 4,000 employees from diverse backgrounds, located across over 50 locations around Australia and overseas, we are proud to create, curate and deliver high-quality programming that informs, educates and entertains Australian communities.

The ABC's a great place to work; we provide various opportunities for Indigenous staff, including attending the national Indigenous staff conference, activities during NAIDOC week, regular networking events and mentoring support. You'll have a friendly and supportive environment to learn and grow in, with a vibrant, dynamic and cohesive team and a manager who will help you with any questions and give you regular opportunities to talk about your progress. You'll also have access to a network of Indigenous staff and support from the ABC's Indigenous Employment Manager.

About the Role

Are you passionate about the role of the ABC in the Australian media landscape? Do you have legal and business affairs experience in the broadcasting or music industry and an interest in working in the production of radio and television content?

The ABC has an exciting opportunity for a Business Affairs Manager to join our Business Affairs team to negotiate deal terms for commissioned content on behalf of ABC Radio and advise on the use of music in ABC productions. Key responsibilities:

- Undertaking all third party deal negotiations for development and production of audio podcast programs, including negotiations with talent, writers, composers and copyright owners.
- Advising on use of music in ABC Radio and TV productions.
- Advising on deal structures and rights requirements and working to deadlines to meet production needs.
- Handling the exploitation of rights across all ABC platforms and third party partner platforms hosting ABC content.
- Maintaining a deep understanding of changes in the broadcasting landscape and the implications for rights and deal negotiations.
- Cultivating good relationships with internal and external stakeholders.
- Liaising closely with ABC Commercial on commercial exploitation of content commissioned by ABC Radio and TV.

About You

We are looking for a talented individual with a pragmatic approach and strong communication and interpersonal skills. Working as part of a small team, you have demonstrated the ability to foster internal and external stakeholder relationships, performing well under pressure to achieve agreed outcomes within the specified timelines. You will have excellent commercial negotiation skills and the ability to exercise independent judgement. To be successful to this role, you will also have:

- Appropriate tertiary education, law degree required.
- At least 5 years' experience in commercial negotiation and drafting of commercial deal terms, relating to the production and licensing of content, preferably with experience in deals relating to audio and audio visual content as well as underlying rights agreements, talents agreements, music commissioning and licensing agreements and distribution agreements.
- At least 5 years' experience in drafting and advising on contracts and copyright, with the areas noted in 2 preferred.
- Contract management experience and an understanding of rights management, preferably within a business affairs department.
- Understanding of the television and broadcasting industry and the commercial and risk issues associated with commissioning and acquiring television programs.
- Ability to work in a small team and foster internal and external stakeholder relationships.

For an overview of the role, please refer to the position description:  [S50051684 - Business Affairs Manager PD.docx](#)

For further information contact Georgina Waite on (02) 8333 2838

Applications must be submitted via the online portal [HERE](#) | Applications Close: 23rd August 2017