



Vacancy

BROADCAST RIGHTS SALES MANAGER (F/M/X)

The International Paralympic Committee (IPC) offers the position of full-time **Broadcast Rights Sales Manager (f/m/x)** in a multi-cultural team at the IPC Headquarters in Bonn, Germany, starting on 01 July 2022.

ABOUT THE IPC

At the IPC, we work as one team, aligned and focused on fulfilling our vision and mission.

The IPC's vision is for an inclusive world through Para sport. We believe that **Change Starts With Sport**, and that the work of the Paralympic Movement is a catalyst for driving social inclusion and advancing the UN Convention on the Rights of Persons with Disabilities and the UN's 17 Sustainable Development Goals.

The IPC seeks to use the influential global position of the Paralympic Movement and the growing profile of Para athletes to challenge the stigma attached to disability and empower social transformation.

The IPC is the global governing body of the Paralympic Movement. We supervise the organisation of the Paralympic Games and Paralympic Winter Games and serve as International Federation for 10 Para sports. We enjoy a positive working relationship with the IPC Governing Board, members of which are democratically elected every four years by the IPC General Assembly.

The IPC is a purpose-driven non-profit association. Our mission is to lead the Paralympic Movement, oversee the delivery of the Paralympic Games and support members to enable Para athletes to achieve sporting excellence. Since 1989, we have been creating change through sport with the Paralympic Games and Paralympic athletes at our core.

ROLE

This is a full-time role reporting to Chief Brand & Communications Officer.

CORE RESPONSIBILITIES

- Support the development of the IPC's media rights distribution strategy

INTERNATIONAL PARALYMPIC COMMITTEE

Adenauerallee 212-214, 53113 Bonn, Germany / paralympic.org

BroadcastingJobs@paralympic.org / Tel: +49 228 2097-200 / Fax: +49 228 2097-209

- Supporting the growth of the global reach and value of the broadcast rights to the Paralympic Games through direct sales
- Preparation of sales support (strategies, presentations) and tender documents
- Work closely with the IPC Legal Team and Rights Holding Broadcasters on the finalisation of contracts for rights agreements
- Work with the IPC brand team on the approval of RHBs Paralympic Games promotional campaigns and brand assets
- Providing day-to-day support and liaison with Paralympic Games Organising Committees
- Manage the IPC's relationships with key stakeholders, including the International Olympic Committee, Rights Holding Broadcast partners and National Paralympic Committees
- Management of the IPC's appointed sales and distribution agencies
- Work with the IPC's appointed agency regarding the evaluation of broadcast coverage from the Games and oversee the reporting to relevant internal and external stakeholders
- Analysis of market conditions, historical and other data to support sales and negotiations

CORE REQUIREMENTS

- Bachelor's degree in media, marketing, communication or related subject
- A proven track record in international media rights sales for sports or entertainment
- Excellent negotiation skills
- Outstanding understanding of the global broadcast and digital media rights landscape
- Working knowledge of archiving systems, archive rights licensing and rights management
- Fluency in English. Any other language is a key asset
- Experience of working in sport would be an advantage but is not essential. Having a knowledge and interest in sport is vital.
- Have sharp planning and organisational skills
- You should be a self-starter and be comfortable in proactively contacting people
- Can manage multiple projects at a time

Do you want to **apply**?

If you are interested and provide a good match with our requirements, please send your CV and cover letter in English and in pdf to BroadcastingJobs@paralympic.org. Applications will be accepted on a rolling basis, with final deadline of 15 May 2022.

The IPC is an equal opportunity employer, and we especially encourage individuals with a disability and members of minority groups to apply; we support the relocation process and provide transitional accessible accommodation. For further information on the IPC, please contact us or visit our website under www.paralympic.org.

We look forward to your application!

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