

## **POSITION DESCRIPTION**

### **DIRECTOR OF MEDIA DISTRIBUTION**

News Distribution Network, Inc. (NDN) [www.newsinc.com](http://www.newsinc.com) is headquartered in Atlanta, Georgia. NDN's centralized, multimedia-serving platform enables the broad distribution of news, business, finance, travel, entertainment and sports content for the online newspaper, magazine and radio markets. NDN's platform eliminates significant infrastructure and operating costs while enabling revenue growth.

### **THE POSITION**

The Director of Media Distribution will be based in New York or Los Angeles and will report to Laura Stinnett, Vice President of Sales & Marketing.

### **RESPONSIBILITIES**

The Director of Media Distribution will be responsible for the distribution of NDN's complete video solution across publisher sites. The NDN video solution includes video content, video serving platform, advertising, and analytics. S/he will bring a systematic approach to developing distribution relationships with a strong emphasis on near term results while meeting the demands of distribution partners. Importantly, the Director of Media Distribution will work closely with the Director of Media Syndication in developing the market.

### **EXPERIENCE**

- Has a strong portfolio of contacts in the media industry with a demonstrated track record of success in developing and closing deals. S/he will have relationships with major media groups such as Gannett, Tribune, McClatchy, Freedom, and Scripps among others.
- Have experience in and an understanding of business-to-business Internet products and services, as well as, their customers' consumer focused requirements.
- International sales and/or business development experience.
- Preferably have gained experience at a large, sophisticated organization and then successfully transitioned to a smaller, more entrepreneurial environment.

### **KNOWLEDGE**

- Web 2.0 video technologies and related business models.

### **PERSONAL TRAITS**

- An aggressive, highly motivated, self-starter. Very bright and a quick study able to “hit the ground running” and quickly impact the business. Operate with a sense of urgency and value accountability.
- A visionary and a problem-solver. Analytical and able to assess market opportunities and translate them into business initiatives.
- Able to be both strategic and conceptual with a hands-on approach to the business. Enjoys being involved in the details of the business and is a “make it happen” individual.
- Conduct him/herself with a high degree of integrity.
- Thrive in a fast-paced, dynamic, fluid environment.

### **EDUCATION**

Bachelors degree at a minimum.

### **COMPENSATION**

Compensation package includes base salary, bonus, stock options and benefits.

### **CONTACT**

[recruiting@newsinc.com](mailto:recruiting@newsinc.com)

NOTE: This job description is not intended, and should not be construed, to be a complete list of all responsibilities, skills, and efforts associated with the position. It is intended to be an accurate reflection of the principal elements associate with the position.