

POSITION DESCRIPTION

DIRECTOR OF MEDIA SYNDICATION

News Distribution Network, Inc. (NDN) 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 Syndication 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 Syndication will be responsible for licensing content from organizations in the news, entertainment/lifestyle, business/finance, travel and sports verticals. S/he will bring a systematic approach to developing content relationships with a strong emphasis on near term results. Importantly, the Director of Media Syndication will work closely with the Director of Media Distribution 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 Time Warner, News Corp., Disney, Viacom, and NBC Universal among others.
- 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

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.