

Fintage House is a privately owned global film and TV rights company. We have developed unique business lines ranging from collection account management for film & TV production to digital rights management and custom-made services for the audio-visual industry.

The company is involved in various aspects of financing, production and distribution of audio-visual content. Cultivating innovative and successful ventures with experts in the industry to service client needs with precision is what we do best. We have been doing that for more than 30 years.

RELATIONSHIP MANAGER CAM

We are looking for a highly qualified Relationship Manager for our Collection Account Management ("CAM") department in Leiden, The Netherlands / Budapest, Hungary.

The successful candidate will effectively ensure legal conformity and will safeguard our reputation by negotiating and drafting CAM agreements on international film and TV projects. On a legal level s/he will be responsible for the quality of such agreements. On a commercial level, s/he will be responsible for maintaining existing, and creating new relations with clients.

Responsibilities and duties:

- Manage the negotiation process between the parties involved, by negotiating the financial arrangements and legal conditions of the CAM agreements in a timely and accurate manner.
- Deal with complex matters with multiple stakeholders to work out complicated financial recoupment schedules.
- Provide clarification on legal and financial specifications to the financial account managers in the department.
- Work together with management to formulate efficient strategies for our film & TV division.
- Research and evaluate new opportunities in the industry.

Requirements:

- University or HBO education, with legal and/or financial background and with a minimum of 7 years working experience.
- Proven relevant experience in a business environment. Experience in the legal and/ or financial area of the entertainment industry, will be considered an advantage.
- Excellent communication skills in English (both in writing and verbally) is a requirement and knowledge of other languages is an added value.
- A high level of professional ethics and integrity.
- The ability to analyze complex information.
- Proven experience to work with various software programs, such as Microsoft Office, client relationship management databases, etc.

Interested? Please send your CV and motivation letter to EVP CAM, Lars Plukker:
lars.plukker@fintagehouse.com