

**TITLE:**

Polaris TV | Content Acquisition Intern (Remote)

Job Type: Internship

Location: Los Angeles, CA

**SUMMARY:**

In an effort to make a deeper push into producing its own stable of original TV shows, The Polaris Network is launching an exciting, new subscription video streaming service for indie film and TV content, and is seeking talented content acquisition interns with strong research and evaluation skills to evaluate, curate, and identify appropriate content for its various digital streaming services.

The ideal candidate will be responsible for executing the content strategy, negotiating deals, evaluating alternate deal structures and efficiently communicating the status and the trade-offs associated with content licensing decisions with key stakeholder teams. This position requires someone who is comfortable working in a fast-paced environment, taking the initiative, managing multiple projects, and working under tight timeframes. Experience in business development and content licensing is essential for success in this role. We are looking for individuals that are self-starters and interested in gaining podcast experience. This is an unpaid internship and candidates have the option of receiving college credit or experience.

**RESPONSIBILITIES:**

- Use free online video sharing platforms such as YouTube and Vimeo to identify suitable content, negotiate commercial terms for acquisition of the content, agree to the key contractual terms and oversee the deal process through to completion
- Support the content acquisition strategy for all licensed content categories
- Oversee content licensing/commissioning negotiations, including content selection, financial analysis, forecasting, and technical requirements for all programming
- Build and manage relationships with senior-level leaders at content providers
- Work closely with Polaris leadership to develop and document acquisition plans, financial metrics, and goals for the company
- Use behavior, usage and consumption data to inform decision-making
- Build a content acquisition pipeline for different genres of local and US/Hollywood content - Entertainment, movies, kids across different languages
- Conceptualize content opportunities and partnerships with studios, TV broadcasters and content owners/aggregators
- Thrive in a fast-paced environment
- Work remotely

**QUALIFICATIONS:**

- A passion for content licensing or acquisition
- Experience in business development, content licensing, or finance
- Experience in negotiating license and/or business development agreements
- Experience in media licensing models, evaluation metrics and deal terms
- Past experience in acquisitions or sales experience in a distribution or international TV company is a plus

- Strong network of contacts amongst indie producers and broadcasters, and the ability to build and maintain good relationships with creative individuals
- Proficiency in budget management, contract negotiation and other business affairs disciplines
- Ability to evaluate and critique programming and to consider its streaming potential
- Excellent awareness of digital formats
- Must be able to work in a fast-paced startup environment and work culture
- A self-starter mentality. You must be able to work without micromanagement
- No problem meeting deadlines
- A positive attitude and an eagerness to learn

#### **REQUIREMENTS:**

- All candidates must be eligible to work in the US
- All candidates must be at least 18 years old
- All candidates desiring to receive college credit must currently be enrolled in an accredited college or university and take at least one class – OR – be a recent graduate of an accredited college or university within the last 18 months in order to qualify for this internship
- All candidates must be able to have a consistent, reliable work schedule throughout the session
- This will be an unpaid internship and will be fully remote
- All candidates must be willing to work 15 hours/week

#### **LIFE AT THE POLARIS NETWORK:**

At The Polaris Network, we believe our work benefits from the diverse perspectives of our team. As such, The Polaris Network celebrates inclusion and is committed to equal opportunity employment. At The Polaris Network, you can expect:

- A supportive, inclusive atmosphere on a team that values your contributions
- The ability to learn about the digital media and entertainment space from industry veterans
- Opportunities for personal and professional growth via work experience.

The Polaris Network is a leading online media network, offering a wide variety of culturally relevant content across a wide variety of both podcasting and subscription-based platforms. As a black-owned, minority-led startup, The Polaris Network is dedicated to becoming a beacon of truth and freedom for underrepresented audiences. The Polaris Network has produced multiple podcasts, documentaries, and unscripted series, including the “Taco Tuesday Podcast,” “The Pop-up Shop,” “No Church In The Wild,” and “The Cul-De-Sac” among others.

The Polaris Network is proud to be an equal opportunity workplace. All qualified applicants will receive consideration for employment without regard to, and will not be discriminated against based on age, race, gender, color, religion, national origin, sexual orientation, gender identity, veteran status, disability or any other protected category.

The Polaris Network focuses on Entertainment, Video, and Social Media. Our company has offices in Los Angeles. We have a very small team that's between 1-10 employees.

You can view our website at <https://www.polarisnetwork.tv> or find us on Instagram, Twitter, Facebook, and LinkedIn

For consideration, please kindly submit your cover letter and resume to [polarisnetworktv@gmail.com](mailto:polarisnetworktv@gmail.com).

\*Due to a high volume of incoming submissions, we will only respond to potential candidates under review.