

## MINT IS HIRING

# Head of Development and Sales for Global Kids & Youth Formats

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**Job Title: Head of Development and Sales**

**Company: Mint Studios - Location: Copenhagen**

**ABOUT MINT STUDIOS** Join our vibrant team at Mint, a forward-thinking studio specializing in animation, scripted, and non-scripted entertainment. We craft stories that resonate across generations, focusing on kids, youths and families worldwide. We believe in fostering a collaborative and inspiring work environment where your ideas can take flight.

**ROLE OVERVIEW** Lead the charge in developing and selling compelling content for a global audience. Utilize your industry insights and networks to shape the future of entertainment for younger demographics and their families.

### KEY RESPONSIBILITIES

- Drive sales by developing and pitching animated series, scripted and non-scripted concepts that appeal to kids, youths and their families.
- Develop persuasive pitch decks and presentations for potential partners.
- Cultivate and deepen relationships with broadcasters, distributors, and production partners to expand sales channels.
- Lead successful deal negotiations.
- Monitor industry trends to maintain Mint Studios' competitive edge.

### QUALIFICATIONS

- Minimum 5 years in sales, business development, or related roles within entertainment.
- A proven track record of successfully selling content to broadcasters, distributors and other platforms.
- Excellent communication and negotiation skills, proficient in Danish and English.
- Established network within the kids' and youth entertainment sectors.
- Ability to excel independently and within a team.



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### DESIRED SKILLS

- Experience with international sales and distribution in the entertainment sector.
- Knowledge of IP rights, licensing, and the global market.
- Strategic mindset with a talent for storytelling.
- Strong organizational skills aimed at meeting sales targets.

### BENEFITS

- Competitive salary plus performance-based bonuses.
- Opportunity to make a significant impact in kids' and youth entertainment.
- Supportive, dynamic work environment promoting growth.

### JOIN US

Driven by sales success and a passion for entertainment?

Apply now by sending your resume and cover letter to

**job@mintcph.dk.**

### Application Deadline

21st of February 2024



### THE MINT GROUP

Mint Studios and Mint Agency form the Mint Group, delivering captivating entertainment and advertising solutions. With studios in Copenhagen and London, we're a global provider of content for families, supported by one of Europe's premier advertising agencies for youth and family brands.