

LEGAL MANAGER - SALES & PRODUCTION

Berlin and/or Paris

By: Coproduction Office
Business sector: Film Industry (Production, International sales and distribution)
Salary: Based on experience
Start date: According to availability

We are looking for a globally minded and result-oriented colleague, with organisational skills and an avid interest in culture, to complete our team of thirty people working in a dynamic and international environment. You will assist our Sales & Production teams and our founder Philippe Bober.

COMPANY PROFILE

Based in Paris and Berlin, Coproduction Office stands at the forefront of auteur cinema as an international distributor and producer of bold, award-winning films. The company's founder, Philippe Bober, has collaborated with prominent and pioneering directors* from the earliest stages of their careers. He has produced forty-four films to date, the majority of which were selected for the main competitions at the Cannes, Venice, and Berlin film festivals. They received major prizes, including the Venice Golden Lion for Roy Andersson's A PIGEON SAT ON A BRANCH REFLECTING ON EXISTENCE in 2014 and two Palme d'Ors for Ruben Östlund's THE SQUARE in 2017 and TRIANGLE OF SADNESS in 2022.

Coproduction Office's international sales division distributes films with often daring content and a distinctive cinematic language, including those produced by Philippe Bober, acquired titles, and restored classics by Roberto Rossellini, Konrad Wolf, and other master filmmakers.

Coproduction Office offers an international and dynamic workplace. Employees benefit from robust support, significant responsibility, cross-departmental involvement, and clear career progression, along with the opportunity to work closely on projects by some of the most exciting and accomplished directors. The company continues to grow while diversifying its operations to include on-site cinemas, gastronomy, imports of organic wines, production and distribution of visual art, and restorations of milestones in film history.

* Roy Andersson, Jessica Hausner, Kornél Mundruczó, Ruben Östlund, Cristi Puiu, Carlos Reygadas, Ulrich Seidl, Lars von Trier, Lou Ye

JOB OUTLINE :

You will:

- work in an international and multilingual environment with a friendly and motivational atmosphere, alongside committed and team-oriented colleagues.
- gain insight on the independent film industry while working on unique films.
- perform the following tasks as a member of our sales team:
 - Draw up the sales contracts and negotiate directly with our clients working closely with our sales agents.
 - Negotiate external contracts (platforms, TVs, etc).
 - Update of our internal template for sales contract to adapt to the evolutions of international audiovisual law and the rise of new exploitation windows.
 - Supervise international releases in accordance with negotiated holdbacks
 - Acquisitions: draw up the Sales Agency Agreements and negotiate with our producers for our fresh slate, and with the right holders for our Classics department.

- Work with the production department on the coproduction contracts, author rights, actors contracts with high-end international cast
- General overseeing of the legal aspects of the production including subsidies contracts, grant conventions, broadcasters coproductions, pre-sales, loan conventions, etc.
- Supervise clients royalties reportings
- Grants and supports for sales and production: work closely with sales and production teams on various applications for funding (MEDIA, CNC, etc.).
- Supervise and negotiate clauses with CAMAs and interparty agreements (IPAs)
- Legal deliveries: collect and prepare documents such as chain of rights, music cue sheet, etc
- Legal support to our finance department
- Management of an intern in charge of assisting you and the legal back office

Your background:

- Fluent in English and either German or French. Italian is a plus.
- You have a master's degree in law and intellectual property or further education in law with 3+ years of relevant professional experience.
- You have a first experience in a legal department of either a production or sales company.
- You have a solid understanding of international audiovisual law.
- You are perfectionist with high attention to details and meeting deadlines
- You are precise, proficient with Excel and databases.
- You are flexible and proactive.
- You like working in a team and your strong communication skills ensure the capability of working with people of various nationalities. Colleagues can always rely on you.
- You are a cinephile with a strong interest in film production and distribution.

We look forward to receiving your full application with a cover letter in English at staff@coproductionoffice.eu (NB Applications without cover letter will not be considered). Please also indicate where you saw this post.

If you have questions regarding your application or application process, please contact the email address: staff@coproductionoffice.eu (Please take note that our recruitment team is working remotely and cannot be reached by phone in the Paris or Berlin office. We therefore kindly ask you to refrain from calling the offices. Thank you).