



## Georgia Department of Economic Development Position Announcement

Title:	<b>Division Director</b>	Entry Salary:	\$75k to \$90k depending on experience
Division:	<b>Film, Music and Digital Entertainment Office</b>	Location:	Atlanta
Duties and Responsibilities:	<p>The Film, Music &amp; Digital Entertainment Division of the Georgia Department of Economic Development is responsible for promoting Georgia as an entertainment industry destination by increasing the awareness of Georgia's film, music and multimedia business opportunities, resources and infrastructure. This is achieved through the building of relationships between GDEcD staff, industry partners, the private sector and prospective global clients, resulting in an increase in the number of new projects to locate, expand or start in Georgia.</p> <p>The Division Director is responsible for developing marketing and sales strategies that will result in new jobs and increased investment in Georgia's entertainment industry and firmly establishing the state as a national and international content creation leader. The focus of these strategies will be media-based economic development projects (feature films, television projects and commercial production) and the recorded music industry (including music videos). Successful candidate will also impact department efforts in long-term entertainment-based business relocation, and new media product development such as internet-enabled entertainment, animated game development, post production and digital convergence opportunities.</p> <p>The selected candidate will be responsible for establishing strategic partnerships to leverage core strengths across industry sectors. Experience in sales and marketing and economic development, coupled with strong, existing industry relationships, both locally and in target markets will be critical to success. As an industry thought leader, selected candidate must provide insight into industry trends and proactively respond as well as provide for clearly articulated ROI. Additionally, the Division Director will work in partnership with other GDEcD operating divisions to coordinate communications activities and to identify synergies and areas of strategic cooperation.</p> <p>The Division Director of the Film, Music &amp; Digital Entertainment Division reports to the Commissioner of Economic Development and is supported by an advisory board appointed by the Governor. The Division Director has overall responsibility for the successful business and administrative operations of the Georgia Film, Music &amp; Digital Entertainment Office. The director supervises four (4) full-time staff and manages the division budget.</p> <p><b><u>Areas of Focus</u></b></p> <ul style="list-style-type: none"> <li>Feature film and television production</li> <li>Commercial television production</li> <li>Recorded music Industry promotion</li> <li>Development of indigenous entertainment market (independent filmmakers)</li> <li>Post production</li> <li>Emerging entertainment technology opportunities</li> </ul>		

Minimum Qualifications:	<ul style="list-style-type: none"> <li>• Completion of a bachelor's degree in Marketing, Business or a related area, AND four (4) or more years experience in managing a state or local film office or closely related experience in marketing, advertising, business development and/or media technology; or eight (8) years of experience as described.</li> <li>• Experience must include organizational planning/analysis (strategic planning, cost/benefit analysis, etc); supervisory responsibility; and development and production of marketing materials that include annual reports, newsletters, website content, press releases, special reports and other collateral.</li> <li>• Broad understanding of the entertainment industry to include traditional motion picture and television production, music, multimedia, post production and the interplay between traditional entertainment production and emerging digital media opportunities.</li> <li>• Strong, existing relationships with entertainment industry stakeholders and prospects (both in and outside the state) that will leverage economic opportunity that results in job growth and investment.</li> <li>• Experience developing and utilizing relationships with appropriate government agencies, private sector partners and educational institutions to ensure market synergies between industry and available expertise (workforce).</li> <li>• Excellent interpersonal, oral and written communication skills. Public speaking will be required.</li> </ul>		
Preferred Qualifications:	<ul style="list-style-type: none"> <li>• Five or more years of experience managing a state or local field office or closely related experience in marketing, advertising, business development and/or media technology.</li> <li>• Proficient knowledge of entertainment technology and opportunities of convergence.</li> <li>• Strong negotiation skills.</li> </ul>		
Travel Required?	Frequent, including overnight	Nights, Weekends Required?	Yes
Deadline:	<b>Open Until Filled.</b>		

To apply for this position, **you must submit your résumé and cover letter via e-mail to: [jobs@georgia.org](mailto:jobs@georgia.org) no later than the deadline listed above. Include the position title in the subject line** of your e-mail. If you do not have internet access or require accommodation because of a disability, please contact GDEcD Human Resources at 404-962-4000.

*All qualified candidates will be considered but may not receive an interview. Preference will be given to applicants who meet both the minimum and preferred qualifications. Applicants who are not selected for interviews will not receive notification.*

*Applicants selected for hire will be subject to a background check, including a criminal history record check. Depending on the position, the background check may include education verification, credit check, and driving record.*

*If selected, male applicants between 18 and 26 years of age must present proof of Selective Service Registration.*

**GDEcD is an Equal Opportunity Employer**