



# ACQUISITION OF RIGHTS AND PROGRAMS

## YOUR PASSION

You ensure the quality and quantity of programs acquired in a specific category in line with the editorial policy set for the channel or its new-media services (cell phones, VOD, etc.) as well as budgetary and regulatory requirements.

## YOUR SATISFACTION

You select and negotiate for original programs that successfully meet the channels' editorial needs.

## OTHERS FUNCTIONS

Director of acquisitions  
 Negotiations coordinator  
 Program consultant  
 Program monitoring coordinator  
 Partnerships

## YOUR MOTIVATION

You identify and select acquisition projects, negotiate with rights holders and showcase the specific movie or television programs that meet editorial objectives.

## YOUR ASSETS

You know the rules and practices of broadcast programming. You make expert recommendations during sales negotiations. You have a complete understanding of the broadcast production and distribution market. You know the methods for analyzing changes in public tastes. You are highly knowledgeable about the arts, movies and television.