



Position: EP EXPERIENTIAL & CREATIVE TECHNOLOGY

Location: New York

Contract: ASAP – Full-Time Staff

Contact: talent@rachelelewis.com

RLT is looking for an Executive Producer for Experiential and Creative Technology for a well-known VFX studio in New York. This is Full-Time/Permanent position. Strong benefit package and Relo will be considered for the right candidate.

DESCRIPTION OF ROLE

This is a senior position as well as an external, client-facing role, requiring excellent interpersonal skills, an in-depth understanding of the wider Creative Technology industry and its key business drivers, and the experience to drive and build client and talent relationships. This individual must have an excellent understanding of The studio's strategic goals and be instrumental in delivering increased sales and encouraging greater bottom line profit.

DESCRIPTION OF CANDIDATE

- You have strong direct-to-brand and agency contacts and a proven track record with clients and new business development specifically in interactive, immersive, digital and/or physical activation industries.
- You will be the first point of contact for both outbound and inbound content and sales.
- You will possess excellent managing skills with extensive prior experience leading creative, production and technology teams on new business briefings, pitch responses and production through delivery.
- You have exceptional presentation skills, and can present capabilities as well as creative and technical pitches.
- You are entrepreneurial and driven, but also a gifted diplomat and communicator who can influence and engage with cross-functional teams.
- You have demonstrated responsibility for the budget and financial well-being of past projects.
- You have experience with agile development methodologies and can lead conversations with your developers.
- You have established roots in the industry and have deep relationships with technology companies and 3rd party vendors to ensure the best partnerships and tech are utilized for our projects.

RESPONSIBILITIES

- Be both client-facing and internal, always representing the best interest of your projects and pushing your team to deliver innovative interactive, immersive and experiential activations.

- Serve as ET business development lead, by managing and communicating the sales vision, setting the roadmap of qualitative objectives and quantitative goals with a deep understanding of The Studio's mission and strategies.
- Develop and find business opportunities with new brands and clients; work with our existing clients to grow new opportunities and improve our presence within other areas of their business.
- Have a close working relationship with other EPs, and an in-depth understanding of The Studio's production pipeline and available resources locally and across offices, in order to maximize managing, bidding and executing projects.
- Oversee quotations and contractual negotiations, alongside Legal and ET Group Director.
- Manage simultaneous pitches, projects and internal initiatives.
- Measure and forecast progress against project milestones and budgets, ensuring visibility to both executive and ET teams.
- Oversee and guide the ET team to ensure quality control through the full lifecycle of projects, from converting pitches through production, testing and launch.
- Lead and advocate for delivery best practices, comfortably challenge project decisions and provide alternative approaches where needed.
- Have your finger on the pulse of emerging technologies and understand what best in class solutions exist in order to accommodate expansion of The Studio's services and the new types of work we bring in.
- Grow and mentor healthy and successful creative, production and technology teams that balance work, learning and innovation. Champion a culture of constructive feedback, both individually and as a group.
- Represent The Studio at industry-relevant events and conferences.

REQUIREMENTS

- You have 10+ years experience within Creative Technology, digital, interactive and immersive production which includes apps (for mobile, web and desktop) and physical activations, with 5+ years in either a production or account director role.
- You use a range of project management tools (e.g. TeamGantt, Favro, Jira, Git, Trello, Basecamp)

BONUS SKILLS

- Domain knowledge of VFX, commercial and film markets.

To expedite process, please submit resume to talent@rachelelewis.com.

This job description is not meant to be all inclusive. Employee may be required to perform other duties to meet the ongoing needs of the organization.

This work needs to be done in-house, so no remote opportunities.

If you fit the criteria needed for this position, we will email you to set up a phone call.

Thank you.