

# DIGITAL ORCHARD

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## **Commercial Director – Permanent**

Digital Orchard – Chalfont St Giles

### **Company Overview:**

Digital Orchard is a dynamic and growing group of companies located just outside London. Renowned for our expertise in onset services, dailies and film scanning we are now expanding into post-production with an emphasis on picture finishing. We are committed to delivering exceptional quality and creative solutions to our clients and our collaborative team is passionate about pushing the boundaries of visual storytelling.

### **About the role:**

As the Commercial Director at Digital Orchard, you will play a pivotal role in driving our commercial strategy, fostering client relationships, and expanding our market presence. We seek a seasoned professional with a proven track record in commercial leadership within the post-production or media industry.

**Salary Range:** TBC £65,000 - £80,000

**Reporting to:** Chief Executive Officer

### **What the job will look like:**

- **Commercial Strategy:** Develop and execute a comprehensive commercial strategy aligned with the company's goals and objectives. Promote Digital Orchard as a destination and leading service provider for onset services, dailies, scanning and post-production.
- **Business Development:** Lead initiatives to identify and secure new business opportunities, expanding our active client list and income streams.
- **Client Relationship Management:** Build and maintain strong relationships with key clients, understanding their present and future needs.
- **Industry Networking:** Actively participate in industry events, screenings, awards, and networking opportunities to enhance the company's visibility and reputation.
- **Partnerships and Collaborations:** Identify and cultivate strategic partnerships and collaborations that enhance our service offerings and market presence.
- **Management Team:** Sit on the senior management team, contributing to decision-making on all aspects of the company including goals and culture.
- **Marketing Department Supervision:** Provide oversight and strategic direction to the marketing department, aligning marketing efforts with overall business goals for sustained company growth.
- **Growth Leadership:** Provide effective leadership to the sales-focused team members, setting ambitious targets, and implementing performance metrics to achieve company growth.
- **Market Trends Analysis:** Stay abreast of industry trends, competitor activities, and emerging technologies to inform strategic decision-making.
- **Contract Negotiation:** Oversee contract negotiations, ensuring favourable terms and compliance with industry standards.
- **Team Development:** Recruit, train, and mentor a high-performing commercial team, fostering a collaborative and results-driven culture.
- **Financial Management:** Collaborate with the finance team to manage budgets, forecasts, and financial planning. Ensure profitability and financial health in line with business objectives.

## About you:

- Proven experience in a senior commercial role within the post-production or media industry.
- Strong business acumen with a track record of successful commercial strategy implementation.
- Exceptional client relationship management skills.
- Demonstrated ability to lead business development efforts and achieve sales targets.
- Excellent negotiation and contract management skills.
- Familiarity with post-production workflows and industry best practices.
- Strategic thinker with the ability to anticipate and capitalise on market trends.

## What will you get from us?

- An opportunity to be part of a company that works on some of the biggest film and high-end television titles.
- A friendly 'non-corporate' working style where each employee is highly valued for their unique contribution and skillset.
- A happy, relaxed working environment in the countryside with fresh air, animals and plenty of opportunities to take a break in nature.

## Digital Orchard Values

- Be open, be honest.
- Take action, take ownership.
- Be passionately curious.
- Deliver value.
- Be proudly B-Corp
- Break down barriers.

*The Digital Orchard office is in the countryside near Chorleywood (HP8 4AX) – please ensure that you can easily travel to and work from the office.*

## How to apply:

To apply, please send us your CV and a cover note, please include relevant examples that demonstrate how you meet the personal specification and ability to deliver the main duties and responsibilities.

Send your email to: [jobs@digitalorchardgroup.com](mailto:jobs@digitalorchardgroup.com)

## Equal Opportunities:

Digital Orchard is an equal opportunities employer, and our recruitment opportunities are open to everyone. However, we are particularly interested in hearing from candidates who are from groups that are underrepresented in the film and television industry. Please feel free to contact us if you have any questions about this, including requesting the data we have available on the make-up of the industry and our company. Please also feel free to contact us if you require an alternative application method, such as video or audio recording.

**All applicants are asked to complete this [equal opportunities monitoring form](#)** at the same time as submitting their application; if you choose to, via this form you can request a guaranteed interview if you have the essential skills we require and identify as being underrepresented in this industry or facing significant barriers in your career progression.

This is an open recruitment process and we will keep the job advert live until we find the right person for the role!

## About Digital Orchard:

Digital Orchard is an industry-leading film and digital service provider, working on high end TV drama and major motion pictures. From our expert technicians on-set, through to film scanning (with service partners, Kodak), and full picture post, we pride ourselves on having the right knowledge and attitude to ensure every production gets exactly the attention to detail it deserves. Our boutique, full-service operation allows us to go above and beyond, giving cinematographers, producers and editorial uninterrupted support, creative freedom and consistent quality. We are friendly, agile and committed film-fans who work hard for and with the industry.

Digital Orchard is a B Corp® Certified Company which means we're part of a global community of businesses that meet high standards of social & environmental impact. Certification means that we've made a commitment to consider all the stakeholders in our business – our workers, our customers, our communities and our environment. We will be open and transparent in our performance towards these standards.