

INTERNATIONAL ACQUISITIONS AND DISTRIBUTION PLACEMENT INITIATIVE 2026 / 2027

Auckland based acquisition and distribution company Studiocanal NZ, in partnership with NZFC, has an opportunity for an emerging filmmaker to develop their skills and industry knowledge.

The individual will support the GM Sales and Acquisitions and the Acquisitions team at Studiocanal NZ by providing a range of services that assist in film script evaluation, market preparation, international production and development assessment, content acquisition and the development of local film release strategies. The placement will be split into two sections, Acquisitions and Distribution.

The Individual will work locally to support the team during the lead up to various international markets and will also travel to attend meetings with the Studiocanal NZ team at a major international film market.

The individual will gain an understanding of the distribution journey following acquisition affording visibility around release strategies, audience identification, positioning and eventual path to market. They will also get exposure to ancillary models and the commercial realities that determine a film's success once production is complete.

Tentative Placement Dates:

02 – 20 November 2026 – American Film Market (AFM)

08 - 26 February 2027 – Berlin Film Festival (EFM)

03 – 21 May 2027 – Cannes Film Festival

These dates include 2 weeks to attend one of the above markets – TBC

Responsibilities Acquisitions:

Responsibility	Description
Script Reading	Read scripts provided by Studiocanal, write up coverage for scripts, and maintain a log for all incoming scripts and coverage from external readers.
Film Market Preparation	Assist Studiocanal NZ Acquisitions team in preparing for film markets, including meeting schedules, screening schedules (where applicable), and liaising with interns and assistants overseas.

International Production & Development Calls	Take notes during calls and provide feedback.
Greenlight Process	Assist in the preparation of green light assessment documents.
Research for New Content Acquisitions & Projects	Conduct research, including numbers and running comparison title analysis, for new content acquisitions and projects.
New Film Ideas/IP Rights/Book Adaptations	Research new potential film ideas and the availability of adaptation rights for books (where applicable).
Screeners	Watch screeners and provide screening reports as required.
Other Services	Perform other services as reasonably required by Studiocanal.
Interpret Information and Findings	Interpret information and findings to recommend acquisition strategies.

Responsibilities Distribution:

Responsibility	Description
Distribution Release Strategy	Build a release strategy for a film across theatrical, transactional and subscription-based platforms.
Audience Identification	Explore audience identification, positioning, and path-to-market decision-making
Budgets	Understand distribution costs incurred post-acquisition, including marketing, publicity, technical delivery etc
Local Acquisitions	Exposure to the acquisitions process associated with local projects

Behavioural Competencies / Soft Attributes:

- Integrity: Maintain high ethical standards and confidentiality in all interactions and responsibilities.
- Personal Accountability: Take ownership of deliverables and demonstrate sound judgment with minimal supervision.
- Communication: Demonstrate clear and effective communication skills, both written and verbal.
- Collaboration: Work well with others in a team environment, exhibiting teamwork and co-operation.
- Digital and Remote Working: Use technology to effectively collaborate across multiple locations and time zones and maintain engagement and visibility when working remotely.
- Time Management: Manage time effectively to meet deadlines and handle multiple tasks simultaneously.
- Resilience and Composure: Maintain professionalism under pressure and handle changing circumstances positively.
- Technical Skills and System Competencies: Have a basic understanding of Microsoft Office Suite, Teams, Outlook, Excel and SharePoint.

