

## Commercial Development Consultant (Film & TV)

**Contract:** (Part-Time / Freelance)

**Location:** Flexible (remote working combined with our office in Old Street)

**Reports to:** Chief Executive, LumoTV and Head of Production, LumoTV

### About LumoTV

LumoTV is the UK's leading commissioner of British Sign Language (BSL)-presented television. Formerly known as the British Sign Language Broadcasting Trust, we are a deaf-led organisation funded by the UK's major broadcasters to produce high-quality, culturally rich content that authentically represents the deaf community. Our programmes are bold, inclusive, and proudly sign-presented, spanning drama, factual, entertainment, and children's genres.

As we grow into a new era of strategic independence and creative ambition, we are looking to diversify our income streams and secure new forms of investment to futureproof our impact.

### Role Overview

We are seeking a dynamic, commercially minded Commercial Development Consultant to help drive new revenue opportunities for LumoTV. The successful candidate will be responsible for identifying and securing and implementing commercial co-financing and brand partnerships for our film and television projects, supporting our commissioning and production teams to enhance our financial model.

This is a critical new role for LumoTV and offers the opportunity to shape how we grow and sustain deaf-led media for years to come.

### Key Responsibilities

- **Sourcing Co-Finance:**  
Identify and pursue co-financing opportunities with commercial production companies, film funds, international distributors, brands, and platforms.
- **Revenue Diversification:**  
Develop and implement a revenue strategy that takes into account the alternative revenue priorities of co-finance, co-production, licencing/selling formats/programmes and also includes consideration for branded content,

advertising partnerships, sponsorships, and philanthropic or private investment.

- **Pitch Development:**  
Work with the Chief Executive, Head of Production and the Commissioning team to package projects for external investment (i.e. pitch decks)
- **Market Engagement:**  
Represent LumoTV at markets (e.g. MIPCOM, Children's Media Conference, Kids Screen, Sheffield DocFest, BFI Film Market) and lead on relationship-building with relevant buyers, financiers, and investors.
- **Commercial Deal-Making:**  
Negotiate commercial terms and draft heads of agreement in collaboration with LumoTV's legal team, external legal advisors, Head of Production and CEO.
- **Internal Collaboration:**  
Work closely with LumoTV's commissioning team and production partners to ensure projects remain editorially aligned, while achievable and commercially viable.
- **Stakeholder Management:**  
Manage expectations of various stakeholders throughout project to delivery.
- **Strategic Insight:**  
Monitor market trends and funder priorities to inform long-term income generation strategies and support LumoTV's transition into greater financial independence

## Person Specification

### Essential:

- Proven experience in securing and managing co-financing or commercial partnerships in film/TV/media sectors
- Strong network across production, broadcast, distribution, or brand/agency worlds
- Knowledge of different financing models (e.g. tax credits, pre-sales, gap finance, branded content)
- Excellent communication and negotiation skills
- Ability to work independently and drive initiatives through to delivery, managing stakeholders expectations throughout.
- Passion for inclusive storytelling and commitment to deaf and diverse talent

**Desirable:**

- Experience working with or within deaf or disability-led organisations
- Familiarity with BSL or BSL-presented content (not essential, but valued)
- Experience working across both scripted and unscripted content
- Familiarity with public funding routes (e.g. BFI, Screen Scotland) and philanthropic trusts/foundations

**Contract & Terms**

- Contract type: Freelance for up to six months with reviews.
- Time commitment: Approx. 1–2 days per week (negotiable)
- Commission/ Fee: Competitive, dependent on experience
- Start date: As soon as possible

**How to Apply**

Please send a cover letter/email and CV to [recruitment@lumoTV.co.uk](mailto:recruitment@lumoTV.co.uk) by 23:59 on Monday 1<sup>st</sup> September 2025.

All qualified applicants will receive fair consideration for employment without regard to race, religion or belief, gender, gender reassignment or expression, sexual orientation, marriage and civil partnership, national origin, pregnancy and maternity, genetics, disability, age or veteran status.