

**Elizabeth Butler Austin**  
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**EXPERIENCE**

Vice-President of Sales & Licensing. Echelon Studios. Los Angeles, CA - 2021-Current:

- Sales & Licensing
  - Contact VOD platforms, channels and networks for English & foreign language offerings.
  - Sales research and analysis into the global streaming market to locate new film partners.
  - Create selection of holiday, language, gender and genre based film avails for new buyer submission.
  - Develop lists for FAST channel and submit newly curated channels along with team.
  - Manage reports and invoicing quarterly and monthly clients for accounting.
  - Present, negotiate, create and update contracts and addendums for buyers and producers.
  - Network and open new Caribbean, Scandinavian, Canadian, North African & European accounts.
  - Attend trade shows for possible distribution selections.
  - Work with foreign embassies and consulate cultural divisions to promote foreign film releases.
- Acquisition
  - Screen films along with Echelon Acquisition for licensing potential.
  - Locate contacts via LinkedIn and worldwide networking for potential new film or series.
- Author, Molten and Podcasts
  - Podcast with Molten Marketing team in a promotional effort.
  - Author marketing plans for new Asian releases into the U.S. streaming market.
  - Collaborate with WURL on title selection and metadata creation for launch of their WURL BITS.
  - Study to utilize Molten database in creating film screeners, metadata and images potential clients.

Director of Acquisition & Sales. Questar, Inc. Chicago, IL-2015-2020:

- Acquisition
  - Researched, sourced and vetted films from around the globe for acquisition.
  - Prepared legal agreements, researched copyright, and assisted in contract negotiations.
  - Edited film coverage and updated written documentation on new titles.
  - Networked with producers, directors and writers for acquisition and development of new IP's.
  - Evaluated costs and placement opportunities for new catalogue titles in review.
  - Contacted representatives and discussed licensing terms with representatives at film markets.
  - Worked with teams for acquisition, presentation and development of new titles.
- Sales
  - Sales analysis and strategy for catalogue offerings.
  - Assisted in negotiations with national/international buyers and representatives.
  - Selected titles and input metadata submissions for digital platforms.
  - Contacted buyers and C-Suite executives and prepared offerings for title sales.
  - Created pitches and worked with team on decks and information for sales catalogue.
  - Contacted buyers, presented new title offerings and discussed terms for digital and broadcast sales.
  - Managed database and KPI's.
  - Followed single titles through complete sales life and created reports.
- Assistant Manager of Sales & Partnerships. Questar Direct, Inc. Chicago, IL-2012-2014:
  - Research, analysis, and implementation of sales plan in creating a national customer base.
  - Cold calling to contact buyers, managed offerings with follow up to complete sale.
  - Mass mailings, email campaigns and product promotion.
  - Instituted direct marketing campaign for B2B & B2C sales. Managed new accounts database with CRM.
  - Developed a network of wholesalers, institutions, and non-profits to offer new programs.
  - Opened 328 new accounts along with manager & Increased revenue by \$120,000 per year

- Group Sales & Subscriptions Manager. Auditorium Theatre of Roosevelt Univ. Chicago, IL-2006-2011:  
Created strategic sales plan to build a multi-state patron base.  
Generated leads through annual revenues and cold calling for specific demographics.  
Reports on KPI's on specific productions annually. Managed database of new patrons with CRM.  
Direct marketing for B2B, B2C, schools, independent groups, and non-profits.  
Implemented, managed, and ran a new subscription & donor campaign.  
Substantively raised group revenue by \$50,000 per year.
- Development, Sales and Acquisition. Phoenix Productions, Inc. San Antonio, TX & Chicago, IL 2003-2006  
Oversaw script selection, packaging, and presentation. Script reading, vetting and coverage.  
Collaborated in authoring business plans and acted as liaison for funding.  
Developed client relationships and worked with C-Suite executives on interstate partnerships.  
Principal contact with directors, producers, and writers to locate new IP's.  
Coordinator on project presentation, film development and packaging for sales.  
Representative at trade shows and film markets to locate new productions.

### **RELATED EXPERIENCE**

DOC Films at University of Chicago- Programmer  
Chicago International Film Festival-Ticketing and Events Representative  
Chicago Theatre/Madison Square Garden Group Sales Manager-Built new patron base and represented the theatre at hosted events. \*Sales increased \$35,000 per production.

### **SKILLS**

Client networking, relationship building & partnerships.  
Program research and fact checker. Sales analysis, strategy, pitches and offerings.  
Film and script acquisition for digital, broadcast, and theatrical release.  
Metadata entry, database management and report creation.  
Film development, production planning and promotion.  
Writes copy, film coverage, creative and business plans.

### **INTERESTS**

Voice actress as the "French Narrator" for the GoTraveler Channel streaming on Xumo & Podcaster.  
Completed historical novel on U.S. Civil War highlighting Adelbert Ames and J. Lawrence Chamberlain.  
Appearances in Mozart's Magic Flute as Queen of the Night.  
Narrated best-selling Inspirational documentary written by Rolf Forsberg, "After Jesus".

### **EDUCATION**

Cantica School of Voice Production, London, England.  
Graduated Diploma in Music: U.S. Equiv. \*\*BA in Performance.' Concentration: Classical Opera, Vocal Performance & Production/Arts Management.  
Texas Woman's University, Denton, Texas.  
Majors: Nursing and Performance. Music Concentration: Voice and Arts Production/Management.  
Chicago Filmmakers Coop. Chicago, Illinois.  
Editing for Film. Film Production-Production and financing.  
Incarinate Word College. San Antonio, Texas.  
Concentration-Performance, Production for Theatre, Cinema & Arts Management.  
American Institute of Musical Studies. Graz, Austria.  
Concentration-Voice, Drama and Production.

### **COMPUTER**

Systems: PC's-Windows 7-10 & Vista. System: Macintosh-Mac Lion 10.7-Mac High Sierra 10.13.6.  
Programs: Microsoft Office, Vimeo, WealthEngine, Adobe, Hoover's Online, SBT, iMovie, Garageband, Constant Contact, Google Docs, Google Sheets, Quickbooks, Archtics, Ticketmaster, Vendini, Tessitura, Final Cut Pro (limited), Screenwriter, Molten, Vitrina.  
Social Media: LinkedIn, Facebook, X, Instagram, Reddit, Pinterest, Quora, Instagram. Typing 60-80 wpm.