

Ahmad Damen

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Overview:

US-based TV producer and factual programming acquisition specialist. Ten years of experience in international TV networks, production houses, print media and digital broadcast.

Languages: Arabic & English (Bi-lingual). Turkish (Elementary).

Main Skills

- Digital Acquisitions and Productions
- Project Management
- VOD and OTT rights negotiations.
- Creative Writing and Research: eg. scripts, content editing, short stories, articles.
- Video and Audio Editing
- Interpersonal Skills
- Client Relationship Management
- Buying Negotiations (Procurement)
- Content Strategy
- Film Commissioning
- Decision-Making
- Creative Thinking and Problem Solving

Work Experience

Digital Producer/Acquisitions - Jan 2017 – Now

MBN

Purchased 500+ hours of digital content from 500+ licensors.
Redesigned the entire generic grid which proved instrumental for the network's relaunch.
Initiated and managed a digital project to tell stories inspired by acquired content (webisodes).

Tasks include:

- Manage a team of content creators: editorial, creative and technical personnel.
- Searching, approaching and acquiring documentaries from distributors and independent filmmakers.
- Taking the lead on commissioning projects for the network.
- Making decisions on pitches and evaluating content to fit different broadcast requirements.
- Negotiating contract deals with licensors, including fees, exclusivity, duration, repeats, VOD and OTT rights.
- Schedule planning for acquired content. Created generic and other scheduling grids.

TV Producer - Feb 2016 – May 2016

Flair Media Consultancy

- Produced daily news show for TRT on local and political issues.
- Produced three documentary series.
- Researched and directed a documentary film: "A Story from Baghdad".

TV Unit Supervisor - Feb 2015 – Feb 2016

Birzeit University

- Managed projects for TV content and organized training courses.
- Provided training for professionals and students on TV production, script writing and filming.
- Procured university-wide filming equipment (bid evaluation, vendor interviews, and final selection).
- Finalized the construction and managed the operation of a 150m³ studio with its dedicated MCR unit for live broadcast.
- Researched, written and produced a podcast on World Music (15 episodes, 15 minutes each).

Content Editor - July 2014 – Jan 2015

This Week in Palestine (Monthly Magazine in English)

I chose monthly themes, approached and recruited potential writers and publishers. I edited the articles for content and structure, and reviewed the final draft before printing.

Digital Producer/Director - August 2011 – Jan 2015

Arz Productions

- Managed a filmmaking and editorial team to launch of a new digital channel. Includes digital video content production, editorial/publishing, and talent casting.
- Identified and monitored viewership trends and analyzed qualitative data for managerial decisions.
- Led a team of filmmakers to produce two documentaries. 'The Red Stone' (Available in English, Arabic, French & Turkish). 'Forbidden Pilgrimage' (Available in English, Arabic & Italian).
- Directed and wrote the scripts for a docu-series on music bands (5 episodes).

Film Evaluator - Sept 2013 – Nov 2013

Al Jazeera English (Al Jazeera World Program)

- Worked on commissioning documentaries and assessing projects for localization purposes.
- Managed a team of editors and translators adapting projects from Arabic to English, Turkish and Bosnian.

Assistant Producer/Director – Documentaries - Jan 2010 – August 2011

Vision for TV Production

Worked on producing, directing and conducting research on six documentaries.

Marketing Project Manager - June 2009 – Dec 2009

ABS Network

- Created a new branding marketing strategy, including corporate dynamic website.
- Conducted negotiations with Reuters/Cairo on ABS covering the 2009 Afghani elections for Reuters.
- Managed the accounts of all ABS clients.
- Initiated a digital archive system for direct sales to customers.
- Selected, hired and supervised two archive officers.

Education

MSc Management (With Merit) - Sept 2007 – Dec 2008

Leeds University Business School, UK

Dissertation's field of study: Managing Change

Title: "The effect of forces of inertia on learning and innovation in the opera industry, UK: A Case Study".

BA Marketing (High Distinction; Top of class - GPA 3.95) - Oct 2003 – Feb 2007

New York Institute of Technology, USA

Music Studies: Music Composition & Oud studies - 1999 – 2006

Various National Music Institutes

ABRSM Certificate (Associated Board Royal Schools of Music/UK), Distinction, Dec 2007

Awards

Winner of Three Public Speaking and Speech Writing Contests (in English) - April 2018 – April 2019

Toastmasters International

Best Speech Evaluation in the city of Alexandria, VA.

Best Speaker in Division A (cities of Arlington, Fort Meyer, Southern DC).

Best Speech in the city of Arlington, VA.

First Honorable Mention - Exemplary News Teams in Developing Countries - Oct 2014

World Media Summit (Beijing) - Global Awards for Excellence

Jury Special Selection - "The Red Stone" - May 2012

Toronto Palestine Film Festival