

# Ahmad Damen

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## Overview:

US-based digital media acquisition and management specialist and acoustic expert. Ten years of experience in international TV networks, project management and Higher Education.

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

## Main Skills

- Higher Education
- Student Supervisor
- Academic Administration
- Decision Making
- Creative Thinking and Problem Solving
- Analytical Thinking
- Public Speaking and Presentations
- Client Relationship Management
- Buying Negotiations (Procurement)
- Interpersonal Skills
- Content Strategy
- Creative Writing and Research: eg. scripts, content editing, short stories, articles.

## Work Experience

### Content Manager - Jan 2017 – Now

MBN

Acquired more than 4,500 hours of factual programming

Redesigned the entire generic grid which proved instrumental for the network's relaunch.

Tasks include:

- Manage projects and teams: editorial, creative and technical personnel.
- Searching, approaching and acquiring documentaries from distributors and independent filmmakers.
- Taking the lead on commissioning projects for the network. Researched, developed, and pitched potential projects. Communicated directly with filmmakers for revisions and edits to satisfy the network's standards.
- Making decisions on pitches and evaluating content to fit different broadcast requirements.
- Contract negotiations with licensors, including fees, exclusivity, duration, repeats, VOD and OTT rights.
- Schedule planning for acquired content. Created generic and other scheduling grids spreadsheets.
- Manage VOD and OTT databases on a daily basis.

### 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".

### Higher Education 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.
- Supervised graduation projects for BA students in Media and Communication.
- Designed curriculum and taught two courses "Intro to Documentary" and "Performance of Literature".
- Searched for and recruited A-list instructors from different countries for courses in various fields of study: Communication, Literature, Art and Humanities.
- Procured university-wide filming equipment (bid evaluation, vendor interviews, and final selection).
- Researched, written and produced a podcast on World Music (15 episodes, 15 minutes each)

### Content Editor - July 2014 – Jan 2015

This Week in Palestine

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.

## **Producer/Director** - [August 2011 – Jan 2015](#)

Arz Productions

- Managed a team launching a new online TV entertainment channel.
- Identified and monitored viewership trends and analyzed qualitative data for managerial decisions.
- Led a filmmaking team produced, directed, & edited two documentaries. 'The Red Stone' and 'Forbidden Pilgrimage':
- Managed and produced a team to produce a weekly magazine TV show.

## **Project Manager** - [Sept 2013 – Nov 2013](#)

Al Jazeera English - Al Jazeera World Program

Managed a team of translators adapting film 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

- Selected, hired and supervised archive officers.
- 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 an online-archive system.

## **Education**

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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

Advanced studies in Sound Design and Technology [2016](#)

**ITU University, Turkey**

## **Awards**

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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**