



THE FILMBUFF INTERNSHIP PROGRAM

ABOUT FILMBUFF

FilmBuff distributes fresh, original, and distinctive films, turning audiences on to the brightest in independent cinema. We search for the best filmmakers, ensuring their stories find the largest possible audience. FilmBuff's library of original content features award-winning films and documentaries from established and up-and-coming filmmakers, including *Escape From Tomorrow*, *Artifact*, *Coffee Town*, *Exit Through the Gift Shop*, *Charles Swan*, and *Senna*.

WHY INTERN AT FILMBUFF?

At FilmBuff, we take our internship program seriously – you are here to learn. If we want decaf soy lattes, we get them ourselves. We offer interns the opportunity to see the film distribution industry from all angles, creating a one-of-a-kind internship program that is as comprehensive as you'll find at a large media company, with the close-knit, fun, fast-paced energy of a small tech startup.

All interns at FilmBuff can participate in:

- *Biweekly seminars with our senior management team*
- *Weekly submissions meetings (watching the latest and greatest in film)*
- *Monthly movie nights with the whole FilmBuff team (free movies!!)*
- *Resume consultation*
- *Intern Alumni Network*

BASIC REQUIREMENTS

There are some basic requirements for our program that are necessary to ensure the best possible learning experience:

- All interns must be currently enrolled undergraduate students who are able to receive academic credit for their internship (graduate students in a business or law program can apply to both the legal and finance internships)
- To be an intern at FilmBuff, one should actually be a film buff – you must bring a passion for film or the film industry
- Written and oral communication skills, strong attention to detail, Microsoft Office skills are crucial
- A strong sense of responsibility and a commitment to learning

TO APPLY

Submit your resume to internships@filmbuff.com accompanied by your answers to the following questions (in one page or less):

- 1) What is your favorite film and why?
- 2) What makes you a FilmBuff?
- 3) What departments are you interested in and why?
- 4) **GRAPHIC DESIGN INTERNS ONLY:** Please submit a portfolio of your work

CONTENT/ACQUISITIONS

Obsessed with film? Step to the front of the line. The Content team scours the globe for the best new films, researching and attending festivals and conferences. They constantly look to partner with established, new, or simply unique filmmakers. They bring in the projects that fuel the company's progress.

What to Expect:

- Understand the nuts and bolts of independent film distribution and the film acquisitions process, tracking the film festival circuit, integrating new distribution platforms into the pitch, and scoping potential competitors
- Learn how to watch films critically (from the perspective of a distributor) and express opinions effectively to managers, including writing coverage and “pitching” a film to a distributor
- Learn how to identify marketable elements of a film
- Learn how to efficiently track the film landscape for submissions and reporting

Specific Skills Required:

- Ability to think critically about film and confidence to express and defend your opinions and analysis

PROGRAMMING

The Programming department manages the distribution of our titles on every platform, domestically and abroad. If you've seen it online or in theaters, they're the ones who put it there. This team is like a GPS for the distribution process, telling a film where to go and the best way to get there.

What to Expect:

- Gain an understanding of the domestic and international film distribution players including theatrical bookers, hard format (DVD/Blu-ray) distributors, broadband platforms, cable companies, and television networks
- Learn how to structure a unique distribution plan using various distribution windows, platforms, and strategies
- Learn how to manage the pitch process of a title from beginning to end
- Receive an in-depth view into industry market trends and emerging platforms
- Gain experience learning competitive research and analysis skills within the digital space

Specific Skills Required:

- A general sense of the digital movie marketplace and relevant platforms (Netflix, iTunes, Hulu, etc.)

DELIVERY PRODUCTION

The Delivery Production department is the control center for getting films ready for release. This department is the company's engine, working quickly and efficiently to move projects forward.

What to Expect:

- Learn about working with broadband, cable, and television platforms to understand content encoding, packaging, and delivery
- Learn about "positioning" films on the various digital storefronts and executing marketing strategies through the usage of the poster, artwork, thumbnails, promotional images
- Participate in occasional promotional video shoots and associated post-production
- Get an understanding of how the post-"post-production" process works
- Learn how to transfer a completed film from raw form to a digestible format for distribution
- Learn state of the art encoding techniques with a wide variety of file formats including those used for international platforms

Specific Skills Required:

- Basic knowledge of Final Cut Pro, Photoshop

MARKETING

The Marketing department makes audiences aware of and interested in our films, achieving the maximum exposure possible using innovative campaigns across all forms of media. Marketing carries a film into its release and beyond.

What to Expect:

- Learn what it takes to launch a 360 degree marketing campaign
- Learn press tracking and managing press breaks
- Participate in strategic planning and execution, including trend and market research
- Learn about brand and title positioning
- Learn how to support and promote titles via print, online, grassroots and social media outreach

Specific Skills Required:

- Creative thinker with enthusiasm for expressing opinions

EDITORIAL & SOCIAL MEDIA

We tweet, we hashtag, we share. We make sure no matter where you are online, you know about our films. Editorial is also responsible for crafting articles and features for the filmbuff.com website.

What to Expect:

- Participate in strategic planning, including social media tactics
- Research and analyze social media trends and analytics
- Participate in brainstorming meetings
- Research titles, filmmakers, and content

Specific Skills Required:

- Strong knowledge and active presence on all social media channels

GRAPHIC DESIGN

The Graphic Design department makes everything at FilmBuff look pretty. A designer makes sure wherever you see the film, you recognize it immediately as something unique.

What to Expect:

- Learn how to create posters and key art that work for promoting films
- Learn how to transform raw elements into eye-catching artwork
- Gain exposure to the technology team as they design website elements and features
- Receive training on thinking critically about UX design and website interface construction
- Learn how to work within a website team that uses the agile development process

Specific Skills Required:

- Must have a portfolio showcasing previous work (branding and web design a plus)
- Solid knowledge of Adobe Creative Suite
- Must have own laptop with Creative Suite installed

LEGAL & BUSINESS AFFAIRS

The Legal & Business Affairs department is where T's are crossed and I's are dotted. This is where deals are made and decisions are made final. Without legal, there are no films or platforms.

What to Expect:

- Learn about deal structures for contracts between filmmakers and distributors, and distributors and media outlets
- Receive training in legal research and how to identify key insights from new legislation and court decisions
- Gain experience reading legal documents critically
- Receive exposure to best practices in drafting within the entertainment industry

Specific Skills Required:

- Strong interest in pursuing a legal or business career within the entertainment or technology industries
- Excellent research skills
- Law school students preferred

FINANCE & ANALYTICS

The Finance department analyzes what makes our films successful. Finance begins tracking a film's performance from the first day of launch and never stops. With more than 5 years of data, this team is on the front lines of analysis in the digital distribution space, knowing what works and what doesn't.

What to Expect:

- Learn how to use databases to track, manage, and analyze large data sets
- Learn how to originate and execute analyses and how to present them to senior levels of an organization
- Analyze data and gain an understanding of film profitability drivers
- Observe communication to filmmakers about financial information

Specific Skills Required:

- Comfort working with logic, math, and numbers
- Entrepreneurial spirit
- MBA students welcome