



MY CAREER



David Dugan
Chairman,
Windfall Films

I thrive on uncertainty, adventure and ignoring the word 'no'. At the **BBC**, I survived multiple 'tuskings' from that great media bull, Robert Maxwell, as we filmed his takeover of the *Daily Mirror*. Negotiating with Jim Watson to produce the *DNA* series for **Channel 4** became another highwire act.

Digging up the bones of my favourite outlaws, Butch Cassidy and the Sundance Kid, was uncertain to the end. And nothing could match the hidden camera intensity of *The Tourist Trap*.

The latest experiment: dissecting a whale and an elephant for a new **C4/Nat Geo** series called *Animal Autopsy*.

But the greatest adventure of all has been **Windfall Films**, which I set up 21 years ago with my friends Ian Duncan and Oliver Morse. The secret of our success: we disagree about almost everything.

JOB DESCRIPTION

Art director: film and TV

What is the job? Work four to five months before shooting begins, overseeing preparations of sets and identifying all props that may need longer lead times.
Skills needed? Free-hand and technical drawing skills, an eye for detail and a strong sense of time and place. Likely to be graduates in art, architecture, theatre, interior or 3D design.

BEHIND THE SCENES AT...

Industry Media

INDUSTRY MEDIA

Based Winchester, Belfast, London

Founders Simon Vyvyan, Jane Lodge

Business affairs specialists Gill Lang, James Penny, Kerry Kyriacou, Rebecca Jeffries, Rosemary Klein

Main operating area Provision of business affairs services to the television production sector

Years in operation Five years

Major recent shows *Gavin and Stacey* (Baby Cow), *Lost In Austen* (Mammoth Screen), *Piers on Dubai* (Splash Media), *Richard & Judy's New Position* (Cactus TV), *Sofia's Diary* (Sony Pictures), *Wallander* (Left Bank)

What does it do?

Services include negotiating and documenting the commercial and financial deals that lie behind developing, financing, producing and exploiting TV programmes and their associated rights.

Best way to apply for a job?

Visit www.industrymedia.tv. Recruits tend to be senior TV business affairs specialists who have worked in-house for production companies or broadcasters.

What the boss says

Managing director Simon Vyvyan says: "Industry Media is committed to helping owners, managers and investors grow successful businesses. Everyone here has invaluable insider knowledge and an instinctive understanding of the creative and commercial objectives of a producer.

"This 'coal-face' experience allows us to assist the producer



Gavin and Stacey: Industry Media worked with producer Baby Cow

'We've got the best of both words: small enough to know each other and our clients, but big enough to cope with any deal'
James Penny, Industry Media

at every stage of the process of turning a creative idea into a potentially lucrative intellectual property. As the recession bites, fewer production companies will be confident of employing their own business affairs staff. By outsourcing individual deals to us, clients find they can get a senior business affairs consultant but one who ceases to be a cost as soon as the deal is done."

Insiders' view

Business affairs consultant James Penny says: "I joined Industry in

January, having spent several years both in-house and at law firms.

"So far, it feels like we've got the best of both words: we're small enough to know each other and all our clients well, but big and experienced enough to cope with any size and any number of TV deals."

According to business affairs consultant Gill Lang: "Having worked in-house for literary agency The Agency, production company Granada and broadcaster ITV, Industry Media has proved to be the perfect career move."

What the critics say

As production finance becomes more difficult for indies to stack up and deals become ever more complex, there is a danger some producers will reduce the amount that they spend on sourcing business affairs expertise.

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