

BBC **STUDIOS**

BIOGRAPHY: DEB TOD

HEAD OF CONTENT SALES & CO-PRODUCTION, BBC STUDIOS,

AUSTRALIA & NEW ZEALAND

Deb Tod is Head of Content Sales and Co-productions for BBC Studios in Australia and New Zealand, responsible for the strategic and team leadership of BBC Studios' content sales and co-productions in the region.

In her role she ensures maximum impact and exploitation of BBC Studios' content, servicing broadcast and digital clients in the region. She also inputs into global SVOD deals, content partnerships and co-productions on behalf of Australia and New Zealand. Deb is a core member of the ANZ regional executive leadership team.

Deb was confirmed as Head of Content Sales and Co-productions in March 2019, following a three month period acting in the role. Before this she was Head of Content Sales at BBC Studios ANZ, reporting to the Director of Content Sales at BBC Studios ANZ, a role which is now defunct. The company was previously known as BBC Worldwide, until it merged with the BBC's commercial production arm in April 2018 and became known as BBC Studios globally.

During her time at BBC Studios, Deborah has secured a number of key sales including the current 'first look' agreement with Foxtel Lifestyle channels, landmark natural history deals with Nine Network Australia and TVNZ, as well as substantial catalogue packages with Netflix and Stan. With over 15 years of experience in television and media, Deb has worked across all genres and media.

In 2004 she began her career at MGM, followed by a stint at BBC Worldwide from 2005 to 2006 before returning to MGM where she managed and negotiated sales throughout the Asia Pacific region from 2006 to 2014, bringing iconic films such as the Bond franchise to audiences across Asia.

Deb's return to BBC Worldwide in 2014 saw her take on the role of Senior Sales Executive, where she was quickly promoted to Sales Manager in 2015, and then Head of Content Sales in 2016.

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