

Pedro Picardal

Content Acquisition Specialist

pedro.picardal@gmail.com

(122) 360-2641

Vancouver, WA

Education

**Bachelor of Arts
in Communications at
University of Washington, WA**

Aug 2019 - May 2023

Relevant Coursework: Media Theory and Criticism, Digital Media Production, Public Relations Strategies, Intercultural Communication, Persuasive Writing, and Social Media Analytics.

Links

[linkedin.com/in/pedropicardal](https://www.linkedin.com/in/pedropicardal)

Skills

[Negotiation](#)

[Licensing](#)

[Salesforce](#)

[Market Analysis](#)

[Content Curation](#)

[Contract Management](#)

[SEO/SEM](#)

Languages

[English](#)

[Hindi](#)

Hobbies

Photography

Profile

A dedicated Content Acquisition Specialist with one year of experience in identifying, negotiating, and securing high-value content across various mediums. Demonstrates expertise in market research, trend analysis, and building strong relationships with content creators, publishers, and distributors. Skilled in contract negotiation, leveraging analytics to inform acquisition strategies, and coordinating with cross-functional teams to ensure seamless integration of new content. Proven track record of enhancing content libraries to meet strategic business objectives and user engagement goals. Adapts quickly to industry shifts, ensuring the acquisition of relevant and impactful content.

Employment History

Content Acquisition Specialist at Amazon, WA

Jan 2024 - Present

- Spearheaded the acquisition of 500+ new titles within the first quarter, resulting in a 20% increase in Amazon Prime Video's content library, directly contributing to a 15% uptick in subscriber growth and enhancing user engagement metrics by 25%.
- Negotiated and secured exclusive streaming rights for 3 critically acclaimed series from international markets, leading to a 30% increase in Amazon Prime Video's market share among bilingual viewers in the U.S., and garnering two industry awards for "Best Streaming Platform for International Content."
- Implemented a data-driven approach for content acquisition strategy, utilizing advanced analytics to identify and prioritize high-demand genres and titles. This resulted in a more streamlined acquisition process, reducing operational costs by 10% while increasing viewer satisfaction scores by 40%.
- Established and maintained strategic partnerships with over 100 content creators, distributors, and production companies worldwide. This collaborative network facilitated the early access to potential hit series and films, accelerating content pipeline growth by 35% and significantly enhancing Amazon Prime Video's competitive edge in the streaming service industry.

Associate Content Acquisition Specialist at Microsoft, WA

Oct 2023 - Dec 2023

- Spearheaded the negotiation and acquisition of exclusive digital content rights from 15 leading tech publishers, resulting in a 30% increase in unique visits to Microsoft's online platforms within the first six months post-launch.
- Pioneered the development and implementation of a data-driven content evaluation model that improved the efficiency of content acquisition processes by 40%, saving the company an estimated \$250,000 in operational costs annually.
- Led a cross-functional team in the integration of AI-driven analytics tools into Microsoft's content management system, enhancing content personalization for over 5 million users and boosting user engagement rates by 25%.
- Coordinated with international partners to expand Microsoft's digital content library by over 20,000 titles across various languages, significantly increasing market penetration in non-English speaking regions by 35%.

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