

Interview Christel Jansen Head of Sales and Licensing, PROGRESS Film-Verleih

As Head of Sales and Licensing at Progress Film-Verleih, what are your primary responsibilities?

The three main fields of business of Progress Film-Verleih are distribution, licensing and footage service.

We would like to point out our new homepage where you can get all information on Progress' activities. Since 2002, I have been working at Progress and I am responsible for national and international licensing as well as international non-theatrical activities. The diversity of our partners and new cooperations, e.g. interest in German language Pay TV in the USA, turn my work into a very exciting and diverse job.

Does Progress Film-Verleih sell licenses on both the German and the international market?

Our main partners in the TV sector are in the German speaking territories. All broadcasting stations, from the big stations under public law to the regional ones, are among our partners. First of all, the broadcasting network ARD and its regional members MDR and RBB, but 3sat and ARTE as well, include our classics in their program. This year the private station "Das Vierte" started to broadcast DEFA films as well with a package of mostly westerns.

Has your office worked with major foreign partners on the cultural scene?

On international level, about 80 films in 20 countries were shown at festivals and special film cycles. So far, the biggest success this year was a screening of a documentary program at the "Cinéma du Reel" in the Centre Pompidou in Paris with about 4000 viewers. A long-standing cooperation links us to many Goethe Institutes. In London, Hong Kong, Buenos Aires and Jakarta, among others, comprehensive film cycles were shown. In Canada and the USA, the DEFA Library at the UMass in Amherst is our partner in the non-theatrical sector.

Besides sales from DEFA films, which other productions do you handle?

Apart from the DEFA film stock, we offer international Arthouse productions like "Mask of Desire" by director Egon Günther, children's films like "Pinky and the Million-Pug" or latest documentaries like "Heilige Städte - Lhasa und Jerusalem" (Holy Sites - Lhasa and Jerusalem) by Provobis, to name only a few. The portraits of the "Children from Golzow", the well known long term study, are among those titles as well.

Of some of titles, released by our distribution department, such as "The Ninth Day" and "STRAJK" by Volker Schlöndorff, we sell partial rights to partners abroad or soo to the DVD release in Germany.