

## **"EMEA Junior Licensing Manager**

VIZ Media Europe is now looking for EMEA Junior Licensing Manager

### **Summary**

The EMEA Junior Licensing Manager's primary focus is to assist the European Dir of Licensing & Brand Management in developing and managing licensing and brand strategy programs for designated VIZ Media Europe (VME) series in the EMEA region. This position will be responsible for developing VME's consumer products business in partnership with existing VME licensing agents, with licensees, and directly through VME sales subsidiaries. Employee will work closely with the Director to create and implement brand strategies which create maximum brand exposure and consistency by bridging a variety of media, including but not limited to manga publishing, television broadcast and new platform exploitation (internet and mobile), consumer products licensing, DVD distribution, retail and tie-in promotions.

### **PRINCIPAL DUTIES**

1. Identifies new licensing initiatives and manages existing relationships and programs.
  2. Helps in sales, account management, securing new partners, deal negotiation and budgeting.
  3. Attends key Licensing Fairs in Europe and pursues new business partnerships.
  4. Grows business by finding new licensing partners and initiatives as well as maximizing current relationships.
  5. Works closely with, and provides supervision and direction to, VME licensing agents and other key partners, to maximize licensing activities for all VIZ brands.
  6. Works with licensing agents, licensees and promotional partners to establish marketing and retail strategy and assist in executing plans.
  7. Identify categories of products which could be sold directly by VIZ Media, and works with a Manufacturing/Purchasing Intern in charge of sourcing, QA, production and shipping from Asia.
- In addition to these typical duties, may perform other duties as assigned and required.

### **MINIMUM ABILITY, SKILL AND KNOWLEDGE REQUIREMENTS**

- Experience working with entertainment companies in a similar capacity PREFERRED.
- Entertainment licensing and brand management experience in Europe PREFERRED.
- Established relationships in the European licensing industry PREFERRED.
- Fluency (read, write, speak) in English and French A MUST.
- Proven track record in managing high level business relationships.
- Excellent people management, entrepreneurial, and strategic thinking skills.
- Very strong sales and presentation skills.
- Skilled in negotiating, deal structuring, and closing
- Basic knowledge of manufacturing process of licensed products.

- Ability to multi-task and prioritize projects.
- Ability to interact with culturally diverse clients, service providers, and staff.
- Ability to work legally in France.

### **SUPERVISORY RESPONSIBILITIES**

This position may supervise and provide guidance to VME staff.

### **WORKING ENVIRONMENT/MINIMUM PHYSICAL REQUIREMENTS**

Primarily works in an office environment, requiring the following activity: lifting and carrying materials, weighing up to 15 pounds, kneeling, bending. Approximately 80 percent of time spent on the job involves use of a video display terminal. Must be able to sit for extended periods and to utilize standard ergonomics practices. Must be able to use or learn to use standard office equipment such as copiers, faxes, mailing machines and other related machinery. As part of a multi-media entertainment company, employees may be subjected to work-related images including content such as: sexually explicit images, nudity, and graphic violence. Employees should be willing to work with this type of content. VIZ Media does not condone the viewing of this content where not work-related.

### **OTHER INFORMATION**

Employees must adhere to all applicable VIZ Media policies and procedures. Regular and predictable attendance is required. Willingness and ability to work non-standard business hours, such as nights, on an as-needed basis is required. Employees must be able to cope effectively with deadlines and multiple demands.

### **TO APPLY**

Please send your detailed cover letter, resume, AND salary requirements in English. **Please specify “EMEA Junior Licensing Manager”** when applying. By e-mail (NO ATTACHMENTS!!!) to [jobs@vizeurope.com](mailto:jobs@vizeurope.com)

NO PHONE CALLS!!!

<http://www.vizeurope.com/uk/about/vizmediaeurope>"