

募集職種	Sr. Director Category Manager, Fashion and FBC
雇用形態	正社員
募集人数	1名
待遇	経験等を考慮し、当社基準に準じます
通常営業時間	9:30～18:00
職務内容	<p><b>ABOUT US</b></p> <p>Universal Pictures were the first of the modern Hollywood studios, and over their one hundred years, they have been responsible for some of the world’s most memorable feature films. The home of ET, Jurassic Park, Despicable Me, Pets, SING, Jason Bourne, Dracula, Bridget Jones, Mamma Mia! Les Misérables, King Kong and the unstoppable Fast &amp; Furious franchise to name a few plus all DreamWorks titles which includes TROLLS, How to Train Your Dragons etc.</p> <p>Universal Brand Development oversees NBCUniversal's consumer product and digital licensing for Universal Pictures, NBC Television, Focus Features, DreamWorks, DreamWorks Television. Universal Brand Development I is part of NBCUniversal. NBCUniversal is one of the world's leading media and entertainment companies in the development, production, and marketing of entertainment, news, and information to a global audience. NBCUniversal owns and operates a valuable portfolio of news and entertainment television networks, a premier motion picture company, significant television production operations, a leading television stations group, world-renowned theme parks, and a suite of leading internet-based businesses. NBCUniversal is a subsidiary of Comcast Corporation.</p> <p><b>JOB OVERVIEW</b></p> <p>The Senior Directory for Lifestyle (Fashion and Living/ Food Beauty &amp; Care) is responsible for developing and executing a long-term business strategy for each of the sub-categories (Apparel, Accessories, Footwear, Home Décor &amp; Bedding, Food Beauty &amp; Care) that leverages the richness of NBCUniversal’s entertainment content (past &amp; present) to build a sustainable business that achieves annual revenue targets.</p> <p>As part of the Universal Brand Development team, the Senior Director of Lifestyle (Fashion and Living, Food Beauty &amp; Care) will be responsible for growing the CP business in line with divisional strategies and guidelines while leveraging a strong knowledge of the local markets’ individual needs and opportunities. He/she will be responsible for identifying the best licensees to partner with (and approving all business deals), driving innovative and quality product ranges, providing regional input into Global deals, accurate quarterly forecasting and direct management of DTR relationships.</p> <p><b>KEY RESPONSIBILITIES</b></p> <p>Strategy:</p>

- Set and execute a long-term business development strategy for each Lifestyle category that takes into account regional opportunities and specificities.

Financial:

- Manage the Lifestyle P&L to deliver (or exceed) annual revenue targets. Provide quarterly business forecasts to evaluate progress against budget. Highlight any upsides or sensitivities.

Category Management:

- Develop a clear growth strategy for each category of business (including financial targets) and benchmark progress.
- Identify opportunities and fill gaps by product sub-category, age segment, market channel and franchise.
- Ensure clear & timely communication of Lifestyle strategies and assets with agents.
- Partner with the Creative & Brand Assurance team to drive quality and champion innovation in local product development. Ensure timely product approvals in line with industry needs.

Licensee Management:

- Responsible for developing and managing a portfolio of licensing agents and licensees to grow the Lifestyle business. Critically evaluate the agent and licensee base to ensure we have the right amount and best quality partners.
- Direct management of key Global & Regional licensees.
- Negotiate the best deals (in line with CP guidelines and business objectives) and manage the process from contract to product development and execution. Provide input into global deals to ensure regional needs are met and leverage global deals locally.
- Determine where DTR relationships could enhance our business and negotiate/manage these deals.

Franchise Development:

- Develop a clear franchise growth plan for your region for all of the core properties and identify market-specific opportunities
- Brief additional creative assets where required to meet market needs

Retail Development:

- Work with the Franchise marketing and retail team to identify the key retail partners for your region. Develop relationships with the decision makers at your Key Accounts.
- Understand key seasonality and important dates on the retail calendar

**SKILLS AND EXPERIENCE**

**応募資格**

- Strategic thinker able to communicate a compelling vision for the business
- Substantive experience in international Apparel and Homewares licensing within the region
- Strong product merchandising skills and sense of fashion trends

- Highly creative individual balanced with commercial mindset
- Current network of strong relationships with agents, licensees, distributors and retailers within the territory
- Background in building brands across various channels of distribution
- Proven track record delivering growth and solid analytical/financial skills
- Proven ability pitching and negotiating skills with the ability to close deals
- Self-motivated professional with ability to work independently and take charge
- Strong people person able to influence others
- Ability to customize / create sales presentations and other materials as needed

#### PERSONAL CHARACTERISTICS

- Ability to think strategically about the changing marketplace & consumer shopping patterns
- Well versed in dealing with senior leadership, outside 3<sup>rd</sup> parties, talent and international contacts
- Ability to work with confidential and sensitive information in a discrete manner
- Excellent communication skills with attention to detail and the ability to develop and deliver clear and consistent messages across many different stakeholders
- Fluent in English & ideally one important language within the region
- Commercially aware individual with proven ability to identify and drive strategy
- Proven record of working cross functionally with colleagues
- Ability to identify key priorities within a heavy workload and execute on them
- Ambassador of the business with sufficient stature internally and externally to represent the business positively
- Intellectually strong
- Able to travel and geographically mobile
- Sense of humor and practical attitude

#### 勤務地

本社／東京都港区愛宕 2 丁目 5 番 1 号 愛宕グリーンヒルズ MORI タワー  
 【交通手段】  
 東京メトロ日比谷線「神谷町駅」徒歩 4 分 / 都営地下鉄三田線「御成門駅」徒歩 3 分

#### 応募方法

下記メールアドレスに  
 履歴書（写真貼付）、職務経歴書（日本語・書式自由）希望動機（800 字程度）3 点を PDF 書式にてお送りください。

※応募書類はご返却は致しません（個人情報厳重に管理し、当社にて破棄させていただきます）ので、あらかじめご了承ください。

選考通過の方にのみ追って連絡いたします。

【書類送付先】

[tommy.liu@nbcuni.com](mailto:tommy.liu@nbcuni.com)

応募書類の当社への持参は固くお断りします。  
応募書類は返却いたしませんのでご了承ください。  
ご応募いただく個人情報は採用業務のみに利用し、他の目的での利用や第三者への譲渡・開示すること  
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**照会・問い合わせ**

HR 採用アドレスまでお願いします。  
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