

募集職種	License Sales Director, Japan
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>Company Description</p> <p>We create world-class content, which we distribute across our portfolio of film, television, and streaming, and bring to life through our theme parks and consumer experiences. We own and operate leading entertainment and news brands, including NBC, NBC News, MSNBC, CNBC, NBC Sports, Telemundo, NBC Local Stations, Bravo, USA Network, and Peacock, our premium ad-supported streaming service. We produce and distribute premier filmed entertainment and programming through Universal Filmed Entertainment Group and Universal Studio Group, and have world-renowned theme parks and attractions through Universal Destinations & Experiences. NBCUniversal is a subsidiary of Comcast Corporation.</p> <p>Comcast NBCUniversal has announced its intent to create a new publicly traded company ('SpinCo') comprised of most of NBCUniversal's cable television networks, including USA Network, CNBC, MSNBC, Oxygen, E!, SYFY and Golf Channel along with complementary digital assets Fandango, Rotten Tomatoes, GolfNow, GolfPass, and SportsEngine. The well-capitalized company will have significant scale as a pure-play set of assets anchored by leading news, sports and entertainment content. The spin-off is expected to be completed during 2025.</p> <p>As a company uniquely positioned to educate, entertain and empower through our platforms, Comcast NBCUniversal stands for including everyone. Our Diversity, Equity and Inclusion initiatives, coupled with our Corporate Social Responsibility work, is informed by our employees, audiences, park guests and the communities in which we live. We strive to foster a diverse, equitable and inclusive culture where our employees feel supported, embraced and heard. Together, we'll continue to create and deliver content that reflects the current and ever-changing face of the world.</p> <p>License Sales team is part of local Content Groups producing Anime/ Japanese live film drama and acquiring Asian drama contents. As a head of this team, this role interacts with wide variety of business partners, domestic and international in multiple distribution channels.</p> <p>概要(ポジションの目的)/Overview</p> <ul style="list-style-type: none"> • Drive key international & domestic rights sales strategy and initiatives across genre as well as channels/ platforms to maximize monetization. • Build and maintain strategic partnership with key business partners in rights sales business • Generate sales and profit by effectively utilizing non-package rights (TV, digital, and overseas) of the pieces produced or bought by the producing department of the LAQ (local Content Group) • Lead planning and implementation of new copyright businesses, and the 360° business

- Manage team members to upskill team capability and the Division to implement the above assignment

主な職務と責任/Key Responsibilities

- Drive initiatives to partner with LAQ divisions to grow LAQ business through international and domestic rights sales
 - ✓ implement the strategies, governance, policies, processes, operational frameworks and rights management data standards
- Develop long range plan to partner with LAQ division for their growth of the LAQ business and sales of the company as a whole by maximizing sales of each production to which the company exercises its right
 - ✓ Sales budget control to achieve the OP
 - ✓ Making of sales budget and secondary operation, including recording, demand, and administration
- Coach Rights Manager to manage the Right team to provide users in Japan and overseas with chances to utilize content through licenses
 - ✓ Negotiation on terms and conditions (in Japan and overseas)
 - ✓ Monitoring of the negotiation of terms and conditions and the appropriate request for decision
 - ✓ Maintenance of various materials to develop content
- Lead Rights Manager to plan new license business including commercialization, increase sales, and strengthen organization by cooperating with the LAQ department
 - ✓ Review past record, and create business chances through compiling a database
 - ✓ Frame and execute business development plan, including selection of and finding new partners
 - ✓ Figure out the situation of right execution through consistent check and improvement of operation processes
 - ✓ Analyze the operation process utilizing the existing system, contribute to the development of new sales management system through provision of information, and reduce manual operation
- Anticipate and hedge against potential risks and maximize the package business by the expansion of execution of rights acquired, acceleration of profit withdrawal, and improvement of conditions
 - ✓ Increasing of new partners and clients, optimization of conditions
- Lead managers to enhance team knowledge of content and the market, and foresight to read the market trend, and produce human resources that will lead the business in future
 - ✓ Recommendation of participation in markets and B-to-C events
 - ✓ Recommendation of participation in related training
 - ✓ Enhancing coaching ability
- Provide framework to the team to maximize content by setting appropriate windows, enhancing synergy effect of each business unit of promotion and window stages

	<ul style="list-style-type: none"> ✓ Participation in planning preparatory meetings, and other meetings in the company ✓ Analysis of sales result and its feedback to related departments ✓ Management of window schedule <ul style="list-style-type: none"> ● For the overseas expansion of content, provide strategic analyses and insights to related departments in the company and deliberate sales method, and maximize the OPCO and group profit <ul style="list-style-type: none"> ✓ Report to the Regional Director and other related departments in the group, and participation in meetings ● Concerning contracts with clients, observe and educate stakeholders regarding Japanese law and rules of compliance of the Universal Group <ul style="list-style-type: none"> ✓ Implementation of compliance trainings
<p>応募資格</p>	<p>必須または望ましい資格・スキル・経験/Skills and Experience</p> <ul style="list-style-type: none"> ● Experience in management ● Strong Knowledge and understanding of entertainment content ● Advanced knowledge concerning contract documents ● Excellent understanding of PC and coefficients ● Fluent English and other language skills <p>職務に必要とされる特性/Unique attributes of the Job/Personal Characteristics</p> <ul style="list-style-type: none"> ● A high sense of responsibility to achieve the sales budget ● Strong leadership capability ● Organization managing ability ● Excellent in-house coordinating ability ● Foresight to read the market trend
<p>勤務地</p>	<p>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</p>
<p>応募方法</p>	<p>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。</p> <p>※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。</p> <p>選考通過の方にのみ追って連絡いたします。</p> <p>【書類送付先】 tommy.liu@nbcuni.com</p> <p>応募書類の本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。</p>

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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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