

募集職種	Sr. Category Manager
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>JOB OVERVIEW</p> <p>The Senior Licensing Manager Lifestyle Food & Beauty, Care is responsible for developing and executing a long-term business strategy for the Japan Food & Beauty, Care category that leverages the richness of NBCUniversal's entertainment content (past & present) to build a sustainable business that achieves annual revenue targets.</p> <p>He/she will be responsible for identifying the best licensees to partner with, negotiating agreements, driving innovative and quality product ranges, providing Japan specific input into Global deals, accurate quarterly forecasting and promoting retail sell-in of ranges.</p> <p>KEY RESPONSIBILITIES</p> <p>Category and licensee management:</p> <ul style="list-style-type: none"> • Category lead across Japan Food & Beauty, Care • Work with the Japan Lifestyle Director to develop and execute long-term growth strategies for the food & beauty, care category • Identify licensing opportunities and fill market gaps across the category considering age, segment, market, channel and franchise • Lead contract negotiations for key licensees, analyze and vet business plans and brand manage to ensure contract deliverables are met throughout the term • Accountable for day-to-day management of key licensees including business reviews • Determine where Direct Sourcing, DTR or other business models could enhance our business and negotiate/manage details liaising with the Design Manager • Partner with the creative team to drive quality and champion innovation in product development ensuring lines are commercially viable for Japan and meeting retailer needs • Ensure timely product approvals in line with industry needs • Maintain current knowledge of industry trends, competitors, business opportunities, threats and dynamics for category and key licensees • Work on the creation of targeted presentations to pitch, support or launch licensing programs or specific category areas • Attendance and presentation participation in licensee/partner presentations • Regular attendance of trade shows and social industry functions where applicable – Licensee Trade shows, Interior life show

Finance and Business Planning:

- Fiscal responsibility to include annual budget planning and quarterly revenue forecasting
- Analyze business performance across category by licensee and retailer and develop growth objectives and strategies

Brand and Content Management:

- Support brand marketing initiatives including the development and execution of category plans
- Define and integrate licensees within wider brand and marketing plans

Retail Development:

- Develop and maintain relationships with key buyers and decision makers across Japan retail
- Maintain knowledge of key seasonality and buying cycles of retailers

Strategy:

- Provide input and execute strategy set for the fashion category, ensuring to align with the larger franchise strategy
- Develop line and segmentation strategy for key licensees, maintaining a three- year roadmap, driving innovation and quality
- Manage a portfolio of licensees to grow the CP business. Critically evaluate the licensee base to ensure we have the right number of partners and best in category overall

SKILLS & EXPERIENCE

- FMCG background in either buying, sales, marketing or business development (retail or industry)
- A passion for FBC and ideally in-depth knowledge in either Food or Beauty & Care
- Strong network and robust contacts to marketing leaders at FBC A-Brands & retailers
- Strong understanding of brand and property positioning, retail business development function, retail distribution and the retail environment
- Comprehensive knowledge of licensees' production and creative capabilities/limitations
- Strategic and creative thinker
- Flexible/ability to adjust to changing business environment
- Relationship builder
- Excellent communication & presentation skills
- Strong sales and negotiation skills

応募資格

- A brand builder and commercial thinker
- Proven track record of hitting targets and delivering growth

PERSONAL CHARACTERISTICS

- Driven, passionate and highly motivated
- Not afraid of set-backs and a can do attitude
- Comfortable approaching brand leaders through cold calls if needed
- Team player
- A sociable personality
- strong commercial acumen
- Professional working proficiency of Japanese and English (Japanese is mandatory; English is preferred not mandatory)
- Able to travel
- Sense of humour 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

以下の 1. 2 の書類を記入・スキャンの上で e-mail 添付にてご送付ください。書類選考の上、書類選考通過の方にのみ追って連絡いたします

履歴書（日本語/英語）

職務経歴書（日本語）

【書類送付先：人事部業務委託採用係 メールアドレス】

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・開示することはありません。

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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