

募集職種	Category Manager, 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, Jason Bourne, Dracula, Bridget Jones, Mamma Mia!, The Mummy, Les Miserables, King Kong and the unstoppable Fast &amp; Furious franchise, to name a few.</p> <p>Universal Consumer Products International oversees NBCUniversal's consumer product and digital licensing for Universal Pictures, NBC Television, Focus Features and Sprout Channel. Universal Consumer Products International 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 Licensing Manager Food &amp; Beauty, Care is responsible for executing business strategy for the Japan Food &amp; Beauty, Care category that leverages the richness of NBCUniversal's entertainment content (past &amp; 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><b>KEY RESPONSIBILITIES</b></p> <p>Category and licensee management:</p> <ul style="list-style-type: none"> <li>• Licensee management of Food &amp; Beauty, Care category</li> <li>• Work with the Japan Food &amp; Beauty, Care Senior Manager to develop and execute long-term growth strategies for the food &amp; beauty, care category</li> <li>• Identify licensing opportunities and fill market gaps across the category considering age, segment, market, channel and franchise</li> <li>• Lead contract negotiations for licensees, analyze and vet business plans and brand manage to ensure contract deliverables are met throughout the term</li> </ul>

- Accountable for day-to-day management of key licensees including business reviews
- 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
- 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:

- Maintain knowledge of key seasonality and buying cycles of retailers

Strategy:

- 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  
✓

**応募資格**

**SKILLS & EXPERIENCE**

- FMCG background in either buying, sales, marketing or business development (retail or industry) preferred
- 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
- 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
- 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

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（個人情報に厳重に管理し、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。

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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