

募集職種	Licensing Manager, Consumer Products – Lifestyle (Fashion), 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><b>Company Description</b></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 &amp; 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 <a href="#">Diversity, Equity and Inclusion</a> initiatives, coupled with our <a href="#">Corporate Social Responsibility</a> 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><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 Misérables, 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</p>

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

### **JOB OVERVIEW**

The Licensing Manager Lifestyle-Fashion is responsible for developing and executing a long-term business strategy for the Japan Lifestyle category that leverages the richness of NBCUniversal's entertainment content (past & present) to build a sustainable business that achieves annual revenue targets. 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.

### **KEY RESPONSIBILITIES**

Category and licensee management:

- Category management of Fashion Apparel and Fashion accessories
- Work closely with the Japan Lifestyle Fashion and Living Senior manager along with the Lifestyle team and to develop and execute long-term growth strategies for the fashion apparel and accessory category
- Assist retail sales, licensee operated e-commerce, pop up shop and DTR operation and to also seek for new business initiatives within the Fashion 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**

- 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
- A brand builder and commercial thinker
- Team Player
- Proven track record of hitting targets and delivering growth
- Professional working proficiency of Japanese and English (Japanese is mandatory; English is preferred , yet reading and writing skills will be required)
- Both International and Domestic Travel is required
- Strong knowledge of the Fashion Category is preferred

応募資格

	<p><b>PERSONAL CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>• Driven, passionate and highly motivated</li> <li>• Strong interpersonal skills</li> <li>• Prioritizes team work and not focused just to his/her personal performance</li> </ul>
<p><b>勤務地</b></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><b>応募方法</b></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】  <a href="mailto:tommy.liu@nbcuni.com">tommy.liu@nbcuni.com</a></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。  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。</p>
<p><b>照会・問い合わせ</b></p>	<p>HR 採用アドレスまでお願いします。  <a href="mailto:tommy.liu@nbcuni.com">tommy.liu@nbcuni.com</a></p>