

募集職種	License Sales Associate
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>NBCUniversal is one of the world's leading media and entertainment companies. 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>Our impact is rooted in improving the communities where our employees, customers, and audiences live and work. We have a rich tradition of giving back and ensuring our employees have the opportunity to serve their communities. We champion an inclusive culture and strive to attract and develop a talented workforce to create and deliver a wide range of content reflecting our world.</p> <p>Comcast NBCUniversal has announced its intent to create a new publicly traded company ('Versant') 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>Job Description</p> <p>Key Responsibilities</p> <p>Maximize the sales potential of each title by exercising rights, contributing to the achievement of the production and acquisition teams' budget and overall company revenue.</p>

	<ul style="list-style-type: none"> • Negotiate, plan, propose, and implement title introductions to achieve operational profit (OP) • Manage sales progress and oversee bond collection • Handle related tasks such as sales recording, invoicing, and general administration <p>Provide opportunities for content utilization in various forms to domestic and international users through licensees, enhancing customer satisfaction.</p> <ul style="list-style-type: none"> • Negotiate terms and conclude contracts (domestic and international) • Manage various materials for content development • Obtain permissions from producers and production committees <p>Maximize revenue by expanding the use of acquired content rights, accelerating collections, and improving contractual conditions, creating new revenue streams beyond the traditional package business.</p> <ul style="list-style-type: none"> • Develop new partners and clients • Optimize contractual conditions • Build and maintain a master database of various rights information <p>Establish appropriate release windows and maximize content value by creating synergy across business units and promotional phases.</p> <ul style="list-style-type: none"> • Participate in planning meetings and various internal discussions • Analyze sales performance and provide feedback to related departments • Manage release window schedules
<p>応募資格</p>	<p>Qualifications</p> <p>Skills and Experience</p> <ul style="list-style-type: none"> • Knowledge and understanding of the entertainment and content industry • Experience in program or licensing sales • Strong negotiation skills • Proficiency in basic PC applications and numeracy • Business-level English proficiency <p>Unique Attributes / Personal Characteristics</p> <ul style="list-style-type: none"> • Strong motivation to meet or exceed sales targets • High sense of responsibility • Strong coordination and communication skills within the company • Foresight and awareness of market trends

勤 務 地	<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</p> <p>【交通手段】</p> <p>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>
応 募 方 法	<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（個人情報は厳重に管理し、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】</p> <p>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。</p> <p>応募書類は返却いたしませんのでご了承ください。</p> <p>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>
照会・問合わせ	<p>HR 採用アドレスまでお願いします。</p> <p>tommy.liu@nbcuni.com</p>