



Job Vacancy
Aug 2017

Global Licensing Manager

- Drive and lead the Licensing portfolio
- Make an impact in this fast-paced collaborative role

A rare opportunity to shape the future of Funtastic through managing existing licensor relationship and acquiring new licenses for growth

We are currently looking for an experienced Licensing Manager, reporting to the CEO to join our Funtastic Team working collaboratively with the Product and Commercial Teams to manage an exciting portfolio of existing and new licensees globally for Funtastic Brands to achieve short and long-term sales, profit and market share targets.

What we need you to do?

Reporting to the CEO, the primary objective of your role is to generate and manage Australasian and International licenses for the Funtastic owned products as well as distributors lines, for local and global distribution to key markets.

- Licensor Relationships – managing existing and create new opportunities
- Identify available licensing opportunities, secure rights and work closely with the Product Development team for new product lines globally
- Work collaboratively with licensors to fully understand brand direction and relevance for Funtastic brand portfolio management
- Utilizing sales, market, competitive and consumer insights have full awareness of relevant trends, opportunities and threats
- Communication of Licensing updates and approvals
- Contract Management - responsible for all contract development and management with all licensors for the business globally, working closely with in-house legal counsel to ensure contracts meet with the business objectives
- New Product Development Management (Licensing only)
- Direct Product Designer and manage work flows to deadline as per brief from Business Units for all licensed product, packaging and any supporting design work
- Work closely with licensors to submit, maintain and keep records of all product development from concept through to production

What sort of person do we need?

- An individual with high personal energy level with a tenacious, entrepreneurial spirit, who is a self starter, driven to achieve success and exceed expectations.
 - Marketing, International Business or Product Design Tertiary Qualification or similar required
 - Proven work experience within the licensing arena - essential
 - Previous demonstration of high level relationship management with key global licensors - desirable
 - Previous experience with royalties or design are preferable but not essential



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- Effective communication skills, both written and verbal
 - You will display strong relationship building skills and thrive in a fast-paced, dynamic environment.
 - You will also demonstrate complex problem-solving skills, and excellent communication abilities.
 - Regular travel including international travel will be an expectation

Who are we:

With our HQ located in Melbourne, Australia, and offices in Hong Kong and China, with a distribution network spanning across 50 of the world's most lucrative markets.

Funtastic Limited is a publicly listed Australian company established in 1994. We are a leading marketer, manufacturer and distributor of toys, sporting goods, apparel and confectionery.

Developing and delivering world class product innovation and global fulfilment across a range of exciting brands and products for families, is what drives us, and after 20 great years of Fun, the best is yet to come.

We look forward to you joining us on this Funtastic journey, as we continue to deliver fun to families across the globe.

What will you get from us?

- Newly refurbished modern, bright and colourful office, filled with toys and a large kitchen & eating area;
- Subsidised Gym Membership
- Free staff parking

If you thrive in an environment of constant innovation, opportunity and positive change, this is the ideal career offering.

To be considered for this role, please email your resume and cover letter to: recruitment@funtastic.com.au by Friday 01 September 2017.