



【1400～1608万円】 Senior Director of Lifestyle (Fashion and Living/ ...

NBCユニバーサル・エンターテイメントジャパン合同会社での募集です。ライセン...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

NBCユニバーサル・エンターテイメントジャパン合同会社

Job ID

1507829

Industry

TV, Radio, Media

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

14 million yen ~ 16 million yen

Work Hours

09:30 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 年次有給休暇は毎年4月1日から翌年の3月31日までを1年とし、入社月に
応じて下記...

Refreshed

January 16th, 2025 05:00

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2265478】

<Company Description>

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.

Here you can be your authentic self. As a company uniquely positioned to educate entertain and empower through our platforms Comcast NBCUniversal stands for including everyone. Our Diversity Equity and Inclusion initiatives coupled with our Corporate Social Responsibility 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.

<Job Description>

JOB OVERVIEW

The Senior Directory for Lifestyle (Fashion and Living/ Food Beauty Care) is responsible for developing and executing a long term business strategy for each of the sub categories (Apparel Accessories Footwear Home Decor Bedding Food Beauty Care) that leverages the richness of NBCUniversal's entertainment content (past present) to build a sustainable business that achieves annual revenue targets.

As part of the Universal Brand Development team the Senior Director of Lifestyle (Fashion and Living Food Beauty Care) will be responsible for growing the CP business in line with divisional strategies and guidelines while leveraging a strong knowledge of the local markets' individual needs and opportunities. He/she will be responsible for identifying the best licensees to partner with (and approving all business deals) driving innovative and quality product ranges providing regional input into Global deals accurate quarterly forecasting and direct management of DTR relationships.

< KEY RESPONSIBILITIES>

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■Strategy:

- Set and execute a long term business development strategy for each Lifestyle category that takes into account regional opportunities and specificities.

■Financial:

- Manage the Lifestyle P L to deliver (or exceed) annual revenue targets. Provide quarterly business forecasts to evaluate progress against budget. Highlight any upsides or sensitivities.

■Category Management:

- Develop a clear growth strategy for each category of business (including financial targets) and benchmark progress.
- Identify opportunities and fill gaps by product sub category age segment market channel and franchise.
- Ensure clear timely communication of Lifestyle strategies and assets with agents.
- Partner with the Creative Brand Assurance team to drive quality and champion innovation in local product development. Ensure timely product approvals in line with industry needs.

■Licensee Management:

- Responsible for developing and managing a portfolio of licensing agents and licensees to grow the Lifestyle business. Critically evaluate the agent and licensee base to ensure we have the right amount and best quality partners.
- Direct management of key Global Regional licensees.
- Negotiate the best deals (in line with CP guidelines and business objectives) and manage the process from contract to product development and execution. Provide input into global deals to ensure regional needs are met and leverage global deals locally.
- Determine where DTR relationships could enhance our business and negotiate/manage these deals.

■Franchise Development:

- Develop a clear franchise growth plan for your region for all of the core properties and identify market specific opportunities
- Brief additional creative assets where required to meet market needs

■Retail Development:

- Work with the Franchise marketing and retail team to identify the key retail partners for your region. Develop relationships with the decision makers at your Key Accounts.
- Understand key seasonality and important dates on the retail calendar

Required Skills

*There are about 10 domestic and international business trips per year.

<Qualifications>

- Strategic thinker able to communicate a compelling vision for the business
- Substantive experience in international Apparel and Homewares licensing within the region
- Strong product merchandising skills and sense of fashion trends

Highly creative individual balanced with commercial mindset

- Current network of strong relationships with agents licensees distributors and retailers within the territory
- Background in building brands across various channels of distribution
- Proven track record delivering growth and solid analytical/financial skills
- Proven ability pitching and negotiating skills with the ability to close deals
- Self motivated professional with ability to work independently and take charge
- Strong people person able to influence others
- Ability to customize / create sales presentations and other materials as needed

<Additional Information>

- Ability to think strategically about the changing marketplace consumer shopping patterns
- Well versed in dealing with senior leadership outside 3rd parties talent and international contacts
- Ability to work with confidential and sensitive information in a discrete manner
- Excellent communication skills with attention to detail and the ability to develop and deliver clear and consistent messages across many different stakeholders

- Fluent in English ideally one important language within the region
 - Commercially aware individual with proven ability to identify and drive strategy
 - Proven record of working cross functionally with colleagues
 - Ability to identify key priorities within a heavy workload and execute on them
 - Ambassador of the business with sufficient stature internally and externally to represent the business positively
 - Intellectually strong
 - Able to travel and geographically mobile
 - Sense of humor and practical attitude
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Company Description

劇場映画、テレビ番組、音楽ビデオ、ホームビデオ用プログラムの製作・配給・マーケティング・販売