



International Licensing Sales Director

IMC Licensing seeks an International Licensing Sales Director to execute deals for the corporate brands we represent in the following regions: China, Japan, Mexico, and Argentina. (May be applied for individually or in any combination of the listed markets)

An ideal candidate will have:

- Direct experience in and demonstrated understanding of the manufacturing and distribution landscape of the specific markets being applied for.
- Over five years of strong sales experience.
- Experience selling an “intangible” like a trademark, but we will consider other relevant experience.
- Demonstrated ability to impact and influence others to action.
- A passion for brands and the ability to communicate with brand managers and consumer product manufacturers the power of the licensing proposition.
- An achievement orientation that drives this type of individual to work leads and close deals.
- Tenacity and persistence to skillfully influence parties on all sides using a variety of problem solving techniques to bring deals to fruition.
- Experience developing and presenting compelling presentations.

Compensation: Commensurate with experience. IMC offers competitive compensation and excellent benefits.

Contact: E-mail resume and cover letter outlining qualifications and compensation history and requirements to:

info@imclicensing.com

Resumes without a cover letter will not be considered.

ABOUT IMC

IMC Licensing leads the industry with its focused approach to brand-building through licensing. We help brand owners and manufacturers turn the world’s best consumer product brands into great new consumer products.

IMC Licensing has worked with companies like SC Johnson, Chiquita, Duncan Hines, TABASCO, Valvoline, General Mills and Borghese. For more information, please visit

www.imclicensing.com.

